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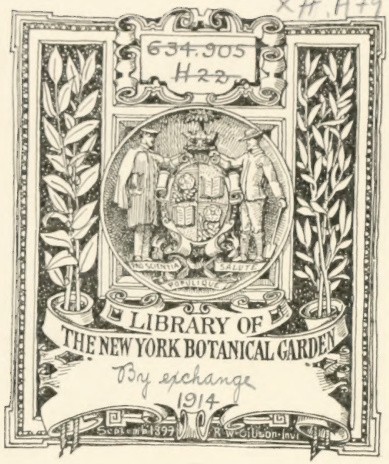

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THE FOREST PRODUCTS EXPOSITION

# Hardwood Record

Nineteenth Year, Semi-Monthly.

CHICAGO, APRIL 25, 1914

Subscription $2. Single Copies, 10 Cents.

LIBRARY NEW YORK BOTANICAL GARDEN

We are prepared to ship promptly on receipt of order

## Hardwoods of All Kinds

from our Philadelphia Yard or direct from our Mills.

**Specialties**

- 7 in. x 24 in. No. 1 Heart Split Cypress Shingles.
- 5-8 Soft Yellow Tennessee Panel Poplar 18 in. and over.

**J. Gibson McIlvain & Co.**
1420 Chestnut Street, Philadelphia, Pa.

## Memphis Band Mill Co.

**Wholesale Manufacturers**

## LUMBER

**Special Stock for Quick Shipment:**

| | |
|---|---|
| 3/4" 1s & 2s Qtd. White Oak | 40,100′ |
| 3/4" No. 1 Com. Qtd. White Oak | 46,400′ |
| 3/4" 1s & 2s Plain Red Oak | 125,200′ |
| 3/4" No. 1 Com. Plain Red Oak | 22,400′ |
| 5/4x10" & Up R. O. Step Plank | 9,700′ |
| 6/4x10" & Up R. O. Step Plank | 24,700′ |
| 1x10" & Up No. 1 Common Cottonwood | 27,800′ |

Write, wire or telephone us for prices, also for quotations on other Hardwoods

We Manufacture Our Own Lumber and Our Trade Mark Is QUALITY

**Memphis Tennessee**

## Cartier-Holland Lumber Company

**Special List Stock for Furniture Trade**

| | |
|---|---|
| 75,000′ | 4/4 Sel. End Dried Winter Cut White Maple |
| 20,000′ | 8/4 No. 1 Com. & Btr. Unselected Maple |
| 14,000′ | 4/4 Log Run Michigan White Oak |
| 30,000′ | 4/4 Log Run Michigan Soft Elm |
| 46,000′ | 6/4 Log Run Soft Maple |
| 100,000′ | 4/4 Log Run Beech |
| 20,000′ | 6/4 Log Run Beech |
| 50,000′ | 8/4 Log Run Beech |

**CRATING STOCK**

| | |
|---|---|
| 275,000′ | 4/4 Mixed Widths and Lengths Pine Crating |
| 1,200,000′ | 1x4" White Pine Crating |
| 150,000′ | 4/4 Mixed Widths and Lengths Nos. 2 and 3 Common Basswood |

REMEMBER, We perform whatever mill work you require. The 8/4 Maple mentioned above runs 85% 1sts and 2nds.

**Michigan Trust Building**
**Grand Rapids, Mich.**

**Mill:**
**Ludington, Mich.**

# MICHIGAN

FAMOUS FOR HARD MAPLE AND GREY ELM

## BASSWOOD

We Offer for Prompt Shipment

| | |
|---|---|
| 1 x 4 Clear Strips | 100 M |
| 1 x 6 to 11″ 1's and 2's | 34 M |
| 1 x 3 No. 1 Common | 30 M |
| 1 x 4 No. 1 Common | 35 M |
| 1 x 5 No. 1 Common | 20 M |
| 1 x 6 No. 1 Common | 90 M |
| 4/4 No. 1 Common | 150 M |
| 4/4 No. 2 Common | 50 M |
| 4/4 No. 3 Common | 30 M |

April 13, 1914

**COBBS & MITCHELL, Inc.**

Sales Department

CADILLAC MICH.

## Mitchell Brothers Co.

Dry Stock List

**CADILLAC GRAY ELM**

Cadillac, Mich. April 13, 1914

| | |
|---|---|
| 4/4 Cadillac Gray Elm 1s & 2s | 100 M |
| 4/4 Cadillac Gray Elm, No. 1 Common | 100 M |
| 4/4 Cadillac Gray Elm, No. 2 Common | 100 M |
| 12/4 Cadillac Gray Elm, 1s & 2s | 5 M |
| 4/4 White Maple, end dried (clear) | 10 M |

**CADILLAC QUALITY**

When you want lumber of Cadillac Quality, Lumber which has been manufactured and seasoned properly, and grades which have not been blended to meet price competition—send us your inquiries.

WE SELL ONLY MITCHELL'S MAKE

## W. D. YOUNG & CO.

MANUFACTURERS

**FINEST MAPLE FLOORING**

KILN DRIED, HOLLOW BACKED
MATCHED OR JOINTED
POLISHED AND BUNDLED

**Hard Maple, Beech and Birch Lumber**

1 TO 6 INCHES THICK WRITE FOR PRICES

BAY CITY, :: :: MICHIGAN

THE

## Kneeland-Bigelow Company

**Hardwood Manufacturers**

150,000 ft. 6/4 No. 2 Common & Better Beech
12,000 ft. 10/4 No. 1 Common & Better Basswood
50,000 ft. 6/4 No. 3 Common Elm

All of the above stock is nicely manufactured, being band sawed, trimmed, and well seasoned. We are prepared to quote attractive prices for this material for immediate shipment.

BAY CITY, MICH.

# LOUISVILLE

## THE HARDWOOD GATEWAY OF THE SOUTH

# Opportunities for the Shrewd Buyer

Experienced buyers of hardwood lumber, looking over the list of stock offered for sale by the firms listed below, will see a good many items which they can use. They will be able to get this lumber, which is in excellent condition, thoroughly dry, good widths and lengths, at prices which will make the business unusually satisfactory. Factory men needing stock are urged to send in their inquiries. The lumber can be had at rock-bottom prices, and is a splendid buy at the prices at which it will be quoted to those interested.

### CHURCHILL-MILTON LUMBER COMPANY

150,000 feet 4-4 and thicker No. 1 com. and better ash.
45,000 feet 4-4 log run beech.
15,000 feet 3-in. log run beech.
20,000 feet 4-4 common and better hard maple.
30,000 feet 6-4 common and better hard maple.
60,000 feet 8-4 common and better hard maple.
20,000 feet 10-4 common and better hard maple.
15,000 feet 3" and 4" common and better hard maple.
250,000 feet 4-4 and thicker No. 2 com. and better poplar
15,000 feet 10-4 log run elm.
60,000 feet 1s and 2s plain red oak.
15,000 feet 5-4 1s and 2s plain red oak.
20,000 feet 5-4 plain red oak step plank.
42,000 feet 8-4 1s and 2s plain red oak.
175,000 feet 4-4 No. 1 common plain red oak.
125,000 feet 4-4 No. 2 common and better quartered white oak.

### NORTH VERNON LUMBER COMPANY

25,000 feet 5-8 FAS ash.
15,000 feet 4-4 FAS ash.
40,000 feet 10-4 FAS ash.
100,000 feet 5-8 FAS poplar.
75,000 feet 5-8 No. 1 common poplar.
57,000 feet 5-8 poplar saps.
23,000 feet 4-4 poplar saps.
50,000 feet 5-8 FAS quartered white oak.
54,000 feet 5-8 No. 1 common quartered white oak.
50,000 feet 5-8 FAS plain red oak.
100,000 feet 5-8 No. 1 common plain red oak.
100,000 feet 4-4 No. 1 common plain red oak.

### BOOKER-CECIL LUMBER COMPANY

175,000 feet 4-4 No. 1 common plain red oak.
30,000 feet 4-4 No. 1 common quartered white oak.
100,000 feet 4-4 No. 1 common poplar.
15,000 feet 4-4 1s and 2s plain white oak.
15,000 feet 6-4 1s and 2s plain red oak.
50,000 feet 4-4 sap poplar.
15,000 feet 12-4 1s and 2s poplar.
20,000 feet 4-4 1s and 2s cottonwood.
12,000 feet 4-4 1s and 2s plain red gum.
15,000 feet 8-4 No. 1 common plain red oak.
10,000 feet 12-4 1s and 2s ash.
12,000 feet 4" common and better ash.

### W. P. BROWN & SONS LUMBER COMPANY

50,000 feet 4-4 No. 1 common quartered red gum.
12,000 feet 6-4 No. 1 common plain red gum.
20,000 feet 4-4 1s and 2s quartered red gum.
16,000 feet 4-4 No. 1 common quartered white oak strips.
25,000 feet 4-4 clear face plain red oak strips.
36,000 feet 4-4 No. 1 common chestnut.
40,000 feet 10-4 1s and 2s common poplar.
30,000 feet 3-inch 1s and 2s ash.
100,000 feet 4-4 13" to 17" gum boxboards.

### LOUISVILLE VENEER MILLS

25,000 feet 4-4 No. 1 common and better plain oak.
20,000 feet 5-8 No. 1 common and better quartered white oak.
15,000 feet 4-4 No. 2 common quartered white oak.
30,000 feet 4-4 No. 1 common and better quartered white oak.
15,000 feet 4-4 quartered white oak strips.
20,000 feet 5-8 No. 2 common poplar.
40,000 feet 5-8 No. 1 common and better poplar.
15,000 feet 4-4 No. 2 common poplar.
15,000 feet 4-4 No. 1 common poplar.
20,000 feet 4-4 No. 1 common plain red gum.
30,000 feet 4-4 1s and 2s plain red gum.
35,000 feet 4-4 1s and 2s quartered red gum.

### EDWARD L. DAVIS LUMBER COMPANY

75,000 feet 4-4 1s and 2s plain red oak.
100,000 feet 4-4 1s and 2s quartered white oak.
50,000 feet 8-4 No. 1 common poplar.
40,000 feet 8-4 1s and 2s plain red oak, bone dry.
40,000 feet 8-4 No. 1 common plain red oak.
100,000 feet 8-4 No. 1 common hickory.
50,000 feet 8-4 No. 2 common hickory.
20,000 feet 6-4 No. 2 common hickory.
12,000 feet 4-4 sap poplar.
50,000 feet 8-4 No. 2 common hickory.
20,000 feet 6-4 No. 2 common hickory.
50,000 feet 4-4 sap poplar.

### NORMAN LUMBER COMPANY

250,000 feet 4-4 1s and 2s sap gum.
100,000 feet 5-4 1s and 2s sap gum.
350,000 feet 4-4 No. 1 common sap gum.
90,000 feet 5-4 No. 1 common sap gum.
150,000 feet 4-4 1s and 2s red gum.
600,000 feet 4-4 No. 1 common plain red oak.
88,000 feet 5-4 No. 1 common plain red oak.
50,000 feet 6-4 No. 1 common plain red oak.
100,000 feet 4-4 No. 1 common poplar.

### STEMMELEN LUMBER COMPANY

(Branch Office, New Albany, Ind.)

30,000 feet 6-4 No. 1 common plain red oak.
12,000 feet 6-4 1s and 2s plain red and white oak.
30,000 feet 8-4 1s and 2s plain red oak.
30,000 feet 8-4 1s and 2s plain white oak.
15,000 feet 8-4 No. 1 common plain white oak.
30,000 feet 8-4 No. 1 common plain red oak.
30,000 feet 4-4 No. 2 common plain white oak.
60,000 feet 4-4 1s and 2s quartered white oak.
30,000 feet 4-4 1s and 2s basswood.
25,000 feet 4-4 1s and 2s poplar.

**J. RAYNER**
**VENEERED PANELS**
ALL WOODS
SEND FOR STOCK LIST
**MAHOGANY LUMBER**
CARROLL AVE. AND SHELDON ST.
CHICAGO

**CHOICE BIRCH AND MAPLE—10,500 ACRES**

I offer the above tract of best quality and splendidly located timber in Ontario, ten miles from Sault Ste. Marie, Ontario, a town of 25,000 population. Will cut 90% birch and maple. Estimated by George F. Beardsley, cruiser of Grand Rapids, Mich. Location and mill site on deep water. Can ship either by water or rail. Lands in fee simple—no crown dues, no export restrictions. Close to American Soo. Easy logging. Reasonable price and terms.

**William H. Ranson,** Sault Ste Marie, **Mich.**

**A floor to adore**

For thirty-three years Wilce's Hardwood Flooring has been among the foremost on the market and because it stands today "unequaled" is the best evidence that its manufacturer has kept abreast of modern methods and the advanced demands of the trade. To convince yourself of the above statements, try our polished surface flooring, tongued and grooved, hollow backed, with matched ends and holes for blind nailing—you'll find it reduces the expense of laying and polishing.

*Our Booklet tells all about Hardwood Flooring and how to care for it—also prices—and is free.*

**The T. Wilce Company**
22nd and Throop Sts. CHICAGO, ILL.

**Hayden & Westcott Lumber Co.**
SPECIAL RAILROAD DEPT.
Hardwoods :: Softwoods
823 Railway Exchange Building, Chicago, Ill.

SEDRO VENEER COMPANY
Manufacturers of COTTONWOOD & DOUGLAS FIR VENEERS AND PANELS
SEDRO-WOOLLEY, WASHINGTON

"WE ARE GETTING RESULTS"
WRITES ONE ADVERTISER
This Means That He Is Getting
**NEW BUSINESS**
Through His Ad
If we can do it for him is there any logical reason why we can't for you?
*MAKE US PROVE IT*
HARDWOOD RECORD, CHICAGO

SAVE YOUR MONEY BY USING THE
**RED BOOK** Published Semi-annually in February and August

It contains a carefully prepared list of the buyers of lumber in car lots, both among the dealers and manufacturers.

The book indicates their financial standing and manner of meeting obligations. Covers the **United States, Alberta, Manitoba and Saskatchewan.** The trade recognizes this book as the authority on the line it covers.

A well organized Collection Department is also operated and the same is open to you. **Write for terms.**

**Lumbermen's Credit Assn.,** Established 1878
608 So. Dearborn St. CHICAGO — *Mention This Paper* — 55 John St. NEW YORK CITY

# KNOXVILLE

Famous for Finest Type of Poplar, Oak and Chestnut

## VESTAL LUMBER AND MANUFACTURING CO.

KNOXVILLE, TENNESSEE.

### QUARTERED WHITE OAK

OUR SPECIALTY

MANUFACTURERS OF

QUARTERED WHITE OAK, PLAIN OAK, POPLAR, WALNUT & TENNESSEE RED CEDAR LUMBER

BAND MILLS AT VESTAL, A SUBURB OF KNOXVILLE. SOUTHERN AND LOUISVILLE & NASHVILLE RAILROAD

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H. S. MIZNER, Pres. — J. M. LOGAN, Gen'l Manager

C. C. CANNON, Vice-Pres. — C. B. SWANN, Sec'y and Treas.

## J. M. LOGAN LUMBER CO.

MANUFACTURERS AND WHOLESALERS

HARDWOODS AND PINE

POPLAR A SPECIALTY

Main Office and Yards: Knoxville

Branch Office and Yard:
Bank and McLean Ave., Cincinnati — I. M. ASHER, Mgr.

We Want Orders for the following Dry Stock:

WHITE OAK—Plain or Quartered.

RED OAK—Plain or Quartered.

CHESTNUT — BASSWOOD

POPLAR — WHITE PINE

Always carry large well assorted stock of all kinds of Hardwoods.

CAN SHIP ON SHORT NOTICE.

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HARDWOOD RECORD is a different kind, and altogether better lumber newspaper than has hitherto been published. This is made possible by the loyal co-operation and support of the hardwood element of the lumber industry. If you are a subscriber you will agree.

---

## "THE VERY BEST"

ASH, CHESTNUT,
RED OAK, WHITE OAK, PINE,
POPLAR and WALNUT

**Knoxville Veneer Co.**

P. B. RAYMOND, General Manager, Knoxville, Tenn.

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## What Veneer and Panel Consumers Will Use in 1914

This information is shown completely in our new correction pamphlet (off the press this week), which revises our veneer and panel consumers' requirements lists complete according to 1914 requirements.

The information contained is all first hand and guaranteed to be authentic. It gives all details that you want to know on which to base an intelligent quotation.

It would cost you thousands of dollars and years of work to compile the same information—we know because that is what it cost us. You can have it for 1% of its real cost.

As its best use is while it is fresh and it costs only two cents to write, drop us a line today and let us give you the details.

HARDWOOD RECORD, CHICAGO, ILL.

LIDGERWOOD

INTERLOCKING DRUMS
ENGINE PULLS STACK
ANY LENGTH
REQUIRED

Lidgerwood Mfg. Co.
96 Liberty St. New York N.Y.

LOGS AT MILL AT LOWEST COST

CABLEWAY "1913" KIDDER

HIGH SPEED RETURN
SKIDS DOWNHILL as WELL as UPHILL

Branch Offices
Chicago — Seattle

Agencies
Canada, Canadian Allis Chalmers Ltd
New Orleans, Woodward Wight & Co. Ltd.

**Lumber Dried As Never Before**

SEE THE DIFFERENCE

GRAND RAPIDS DRY KILN
GRAND RAPIDS VENEER WKS., SOLE MFRS., MICHIGAN

SECURE BETTER PRICES

AT LESS SELLING COST BY REACHING MORE CUSTOMERS. HARDWOOD RECORD PUTS YOU BEFORE THEM ALL TWICE A MONTH. ASK US ABOUT IT.

CINCINNATI

THE GATEWAY OF THE SOUTH

RED GUM

Write us when you want BONE DRY stock
High Grade Fine Widths Good Lengths

BENNETT & WITTE
224 West Fourth St. CINCINNATI, O.

ATTENTION, Mr. Furniture Man—

If it is to your advantage to have stock that is even colored, soft in texture try a car of our Plain or Quartered Oak

25,000,000 feet of dry stock on hand at all times—cut from a tract of 95,000 acres of timber

The Mobray & Robinson Company

MILLS
Quicksand, Ky.
Viper, Ky.
West Irvine, Ky.

MAIN OFFICE
CINCINNATI, OHIO

YARDS
Cincinnati, O.
Detroit, Mich.
Rochester, N. Y.
Brooklyn, N. Y.

W. E. HEYSER, President WEAVER HASS, V. President
BENJAMIN BRAMLAGE, Sec'y & Treas.

The W. E. Heyser Lumber Company

MAIN OFFICE & YARDS
Winton Place
Cincinnati, Ohio

BRANCH YARDS AND MILLS
West Virginia, Mississippi, Arkansas & Kentucky

12,000,000 ft. High Grade West Virginia and Southern Hardwoods in stock at all times.

Shipments made direct from our own yards and mills in straight or mixed cars.

SEND US YOUR INQUIRIES

## Penrod Walnut & Veneer Co.

**Mills, Kansas City and Helena, Ark.**

Address all inquiries to

**General Offices**
**KANSAS CITY, MO.**

**Kansas City Plant**
**Exclusively**
**WALNUT**

American and Circassian Figured and Plain VENEERS and LUMBER

**Helena, Ark., Plant**
**Exclusively**
**Rotary Cut Veneers**

Oak, Ash
Red Gum, Elm
Poplar
Cypress
Yellow Pine
DRY AND FLAT
LATHES UP TO 104″

## PENROD-JURDEN-McCOWEN LUMBER COMPANY

**Band Mills & Offices: Brasfield, Ark.**

Ready for immediate shipment

RED GUM

| QUARTERED | PLAIN |
|---|---|
| 2 cars 4/4″ 1s and 2s. | 3 cars 4/4″ 1s and 2s. |
| 1 car 5/4″ 1s and 2s. | 2 cars 5/4″ 1s and 2s. |
| 1 car 6/4″ 1s and 2s. | 1 car 6/4″ 1s and 2s. |
| 2 cars 8/4″ 1s and 2s. | 3 cars 8/4″ 1s and 2s. |
| | 1 car 10/4″ 1s and 2s. |
| 3 cars 4/4″ No. 1 Com. | 5 cars 4/4″ No. 1 Com. |
| 1 car 5/4″ No. 1 Com. | 2 cars 5/4″ No. 1 Com. |
| 1 car 6/4″ No. 1 Com. | 2 cars 6/4″ No. 1 Com. |
| 2 cars 8/4″ No. 1 Com. | 3 cars 8/4″ No. 1 Com. |
| | 2 cars 10/4″ No. 1 Com. |

## The Famous Cache River Red Gum

**Band Sawn—Dry—Flat**

Plain and Quarter Sawn Red and White Oak always in stock

## GOOD GRADES "STEARNS QUALITY LUDINGTON" PROMPT SERVICE

## HARDWOOD SPECIALISTS

### Service First

20,000,000 feet of dry Hardwood for immediate shipment.

We've got what you want when you want it.

OUR SPECIALTIES

**Planing Mill Work**
**Dimension Stock**
**Kiln Drying**

### Our Special Offer

20 M 1 x 4 and 5 No. 1 Common Basswood
20 M 1 x 5 and 6 No. 1 Common Basswood
20 M 1 x 5 x 8 No. 1 Common Basswood
25 M 5/4 No. 1 Common and Better Beech
15 M 5/4 No. 1 Common Beech
60 M 4/4 6 and Wider No. 1 Common Birch
10 M 4/4 1 1/4S Soft Gray Elm
50 M 6/4 1 1/4S Soft Gray Elm
15 M 4/4 to 8/4 Birdseye Maple
25 M 4/4 No. 1 Common White Maple
90 M 8/4 No. 1 Common Hard Maple
70 M 10/4 No. 1 Common Hard Maple

**Write for Bargain Prices**

The STEARNS SALT & LUMBER CO. LUDINGTON, MICH.

# NASHVILLE

## THE LOGICAL PLACE TO BUY HARDWOODS

THE first essential to high-grade lumber, to minimum waste in working, uniform color and smooth, even, workable texture, is the proper character of timber.

The timber areas from which Nashville lumbermen draw their stocks have long been famous for the very highest type of oak, hickory, ash, southern maple, poplar and other prominent members of the southern hardwood family. This territory embraces the eastern halves of Kentucky and Tennessee, and contiguous territory.

Nashville lumber has become famous because it has always been manufactured from this class of material, of which there is still plenty left to meet all demands for many years to come.

In addition to thus being naturally enabled to furnish just a little better stock than the average hardwood lumberman, members of the Nashville trade have always rigidly adhered to a most conscientious interpretation of their customers' orders. There is now a very close working association between the different members of the local trade who, because of this arrangement, have worked practically as a unit for the purpose of maintaining the integrity of Nashville as an active advocate of the square-deal. The square-deal as it is applied in this market is not a mere vague, meaningless phrase, but is the very principle on which every transaction in which local lumbermen are interested is carried on.

The stocks now on hand on Nashville yards offer a great variety in every commercially known variety of southern hardwood. Lumber buyers are sincerely urged to give to this center their consideration when contemplating placing orders for any kinds of southern hardwood lumber.

The following concerns are representative institutions operating in Nashville, who are in position to fill any such requirements:

**John B. Ransom & Co.**
**Morford Lumber Co.**
**Farris Hardwood Lumber Co.**
**The Davidson, Hicks & Green Co.**
**Hunt, Washington & Smith**
**Love, Boyd & Co.**
**Baker, Jacobs & Co.**
**Tennessee Oak Flooring Co.**
**Nashville Hardwood Flooring Co.**

# THE SOUTH

PROMINENT SOUTHERN MANUFACTURERS

## Band Sawn Hardwoods

*WE PRODUCE OUR OWN STOCKS*

**Our Specialties:**

Cottonwood — Oak — Three Ply Red
Red and Sap Gum — Plain and Quartered Red and White — Gum Panels

**A Few Items We Want To Move**

4 Cars 4/4 1st and 2nds Red Gum
8 Cars 4/4 No. 1 Common Red Gum
5 Cars 4/4 1st and 2nds Sap Gum
4 Cars 4/4 Select Yellow Cypress
5 Cars 4/4 No. 1 Shop Yellow Cypress
9 Cars 4/4 x 13" to 17" 1st and 2nds Cottonwood
8 Cars 4/4 x 6" to 12" 1st and 2nds Cottonwood
7 Cars 5/4 x 6" to 12" 1st and 2nds Cottonwood
11 Cars 4/4 x 13" to 17" Box Board Cottonwood
5 Cars 4/4 x 11" & 12" Box Board Cottonwood
4 Cars 4/4 x 9" to 12" Box Board Cottonwood
2 Cars ½" No. 1 Common Quartered White Oak
10 Cars 6/4 Log Run Soft Maple
7 Cars 4/4 1st and 2nds Plain Red Oak

**WRITE US FOR PRICES**

**ANDERSON-TULLY COMPANY, Memphis, Tenn.**

BOX SHOOKS and VENEERS

## Salt Lick Lumber Co.

SALT LICK . . . KENTUCKY

MANUFACTURERS OF

Eureka Red and Brown Oak Flooring

Complete stock of 3/8" and 13/16" in all standard widths

WE HAVE IT

## Cottonwood, Oak & Gum

**The Johnson-Tustin Lumber Company**

Randolph Bldg. MEMPHIS, TENN.

## N. A. WEBSTER

Manufacturers and Wholesalers

**Yellow Pine and Southern Hardwoods**

OAK. ASH. HICKORY. GUM. CYPRESS. TIES. PILING

**TEXARKANA, ARK.—TEX.**

## GARETSON-GREASON LUMBER CO.

2187 Railway Exchange Bldg. ST. LOUIS

**MANUFACTURERS**

**Four Mills**

## John B. Yates Lumber Co.

MANUFACTURERS AND SHIPPERS OF

**West Virginia Hardwoods**

We make prompt shipments of high grade lumber at attractive prices

SEND US YOUR INQUIRIES, AND LET US QUOTE YOU

**Pennsboro, W. Va.**

**Write us for description and prices on the following stock:**

4/4", 6/4" & 8/4" Sap Poplar
5/8", 4/4", 5/4", 6/4" and 8/4" No. 1 Common Poplar
4/4", 6/4" and 8/4" No. 2 Common Poplar
4/4", 5/4", 6/4", and 8/4" No. 1 Common & Better Chestnut

**FARRIS HARDWOOD LUMBER CO.**

*Manufacturers of Hardwood Lumber* **Nashville, Tenn.**

TWO SPECIALTIES

FINELY FIGURED QUARTERED RED GUM FOR MAHOGANY OR CIRCASSIAN FINISH AND
FINELY FIGURED EVEN COLOR QUARTER-SAWN WHITE OAK

Write for our booklet how to cure, care for and use to obtain best results on red gum wood

G. H. EVANS LUMBER COMPANY, Chattanooga, Tennessee

**89%** of HARDWOOD RECORD subscribers are owners of steam plants. Eighty-nine per cent are, therefore, buyers of wood-working machinery. There is little percentage of waste circulation in HARDWOOD RECORD for machinery advertisers.

# If You Want Walnut—Here It Is

Leading handlers of Black Walnut, named below, have ready to ship 10,000,000 feet of Logs, Lumber and Veneers. Consumers who want this wood in any form can get it without difficulty. The supply is ample. The aristocrat of American hardwoods is coming again into its own in this country, and factory men who have not provided for including it in their line will do well to learn the facts of the situation.

### H. A. McCOWEN & COMPANY
Salem, Indiana

BLACK WALNUT

30,000 ft. 5/8" 1st & 2nds
40,000 ft. 5/8" No. 1 Com.
5,000 ft. 5/8" No. 2 Com.
20,000 ft. 3/4" 1st & 2nds
140,000 ft. 3/4" No. 1 Com.
110,000 ft. 3/4" No. 2 Com.
191,000 ft. 4/4" 1st & 2nds
540,000 ft. 4/4" No. 1 Com.
485,000 ft. 4/4" No. 2 Com.
90,000 ft. 5/4" 1st & 2nds
210,000 ft. 5/4" No. 1 Com.
70,000 ft. 5/4" No. 2 Com.
80,000 ft. 6/4" 1st & 2nds
70,000 ft. 6/4" No. 1 Com.
80,000 ft. 6/4" No. 2 Com.
44,000 ft. 8/4" 1st & 2nds
56,000 ft. 8/4" No. 1 Com.
59,000 ft. 8/4" No. 2 Com.
4,000 ft. 9/4" 1st & 2nds
6,000 ft. 9/4" No. 1 Com.
12,000 ft. 9/4" No. 2 Com.

### THEODOR FRANCKE ERBEN, G. m. b. H.
Cincinnati, Ohio

WALNUT

3/8" 1's & 2's. 30,000 ft.
1/2" 1's & 2's. 110,000 ft.
3/8" 1's & 2's. 180,000 ft.
3/4" 1's & 2's. 183,000 ft.
4/4" 1's & 2's. 100,000 ft.
5/4" 1's & 2's. 23,000 ft.
6/4" 1's & 2's. 37,000 ft.
8/4" 1's & 2's. 39,000 ft.
10/4" & up.... 16,000 ft.

No. 1 COMMON WALNUT

3/8" ..... 10,000 ft.
1/2" ..... 9,000 ft.
5/8" ..... 21,000 ft.
3/4" ..... 46,000 ft.
4/4" ..... 10,000 ft.
5/4" ..... 33,000 ft.
6/4" ..... 32,000 ft.
8/4" ..... 53,000 ft.

No. 2 COMMON WALNUT

4/4" ..... 16,000 ft.
5/4 & 6/4".... 21,000 ft.
10/4" & up..... 4,000 ft.

### PENROD WALNUT & VENEER COMPANY
Kansas City, Missouri

WALNUT

14,000 ft. 1st & 2nds 5/8"
92,000 ft. 1st & 2nds 3/4"
85,000 ft. 1st & 2nds 4/4"
36,000 ft. 1st & 2nds 5/4"
24,000 ft. 1st & 2nds 6/4"
22,000 ft. 1st & 2nds 8/4"
8,000 ft. 1st & 2nds 10/4"
38,000 ft. No. 1 Com. 5/8"
77,000 ft. No. 1 Com. 3/4"
174,000 ft. No. 1 Com. 4/4"
38,000 ft. No. 1 Com. 5/4"
29,000 ft. No. 1 Com. 6/4"
12,000 ft. No. 1 Com. 8/4"
10,000 ft. No. 1 Com. 10/4"

KRAETZER CURED LUMBER

In stock ready for shipment. **Three Million Feet** of figured walnut butt veneers and **Two Million Feet** of figured walnut long veneers. We furnish plain walnut veneer any thickness — cut to size.

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50,000 ft. 3/8" 1st & 2nds
50,000 ft. 3/8" No. 1 Com.
130,000 ft. 1/2" 1st & 2nds
60,000 ft. 1/2" No. 1 Com.
180,000 ft. 5/8" 1st & 2nds
110,000 ft. 5/8" No. 1 Com.
160,000 ft. 3/4" 1st & 2nds
110,000 ft. 3/4" No. 1 Com.
54,000 ft. 4/4" 1st & 2nds
169,000 ft. 4/4" No. 1 Com.
66,000 ft. 5/4" 1st & 2nds
32,000 ft. 5/4" No. 1 Com.
29,000 ft. 6/4" 1st & 2nds
32,000 ft. 6/4" No. 1 Com.
14,000 ft. 8/4" 1st & 2nds
22,000 ft. 8/4" No. 1 Com.
6,000 ft. 10/4" 1st & 2nds
7,000 ft. 10/4" No. 1 Com.
13,000 ft. 12/4" 1st & 2nds
8,000 ft. 12/4" No. 1 Com.

### FRANK PURCELL, Kansas City, Missouri

PRIME

WALNUT LOGS

FOR EXPORT

Figured Walnut Logs

Figured Walnut Butts

### SANDERS & EGBERT COMPANY
Goshen, Indiana

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1/2" 1st & 2nd. 30,000 ft
3/4" 1st & 2nd. 50,000 ft.
3/8" 1st & 2nd. 50,000 ft.

No. 1 COMMON WALNUT

5/8" ..... 10,000 ft.
4/4" ..... 4,000 ft.

### GEO. W. HARTZELL Piqua, Ohio

WALNUT

5/8" 1st & 2nds. 3,500 ft.
3/4" 1st & 2nds. 27,000 ft.
4/4" 1st & 2nds. 13,300 ft.
5/4" 1st & 2nds. 11,500 ft.
6/4" 1st & 2nds. 13,500 ft.
8/4" 1st & 2nds. 16,200 ft.
10/4" 1st & 2nds. 12,300 ft.
12/4" 1st & 2nds. 14,500 ft.
16/4" 1st & 2nds. 6,300 ft.

No. 1 COMMON WALNUT

3/4" ..... 7,200 ft.
4/4" ..... 15,700 ft.
5/4" ..... 8,200 ft.
6/4" ..... 3,400 ft.
8/4" ..... 11,300 ft.
10/4" ..... 2,400 ft.
12/4" ..... 800 ft.
5/8" Special Clear 67,500 ft.
3/4" to 4" thick, fine figured panels, boards and planks, 15,000 ft.
Special heavy planks, 4" to 6" thick, 6 ft. & up long, 8,000 ft.
1 1/2" clear face, 6" & up wide, 11,300 ft.
All the above band sawn equallized, in stock, dry and ready for immediate shipment.

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BLACK WALNUT

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INCORPORATED

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"If Anybody Can, We Can"

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West Virginia Spruce and Hemlock
Long and Short Leaf Pine Virginia Framing

Franklin Bank Bldg. PHILADELPHIA

## Willson Bros. Lumber Co.

WEST VIRGINIA
HARDWOODS

Oliver Building PITTSBURG, PA.

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REAL ESTATE TRUST BUILDING, PHILADELPHIA, PA.

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NICE FLAKY STUFF

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Three cars 4/4 No. 2 common Basswood
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Two cars 4/4 No. 2 common Red Oak

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¶ Correspondence solicited and inquiries promptly answered.

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¶ The same information would cost you thousands of dollars. The cost of our service is a small fraction of that.

¶ Ask your competitor to tell you how it has helped him, and then write us for details.

HARDWOOD RECORD, CHICAGO, ILL.

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strongest circulation is in the region where things are made of wood—WISCONSIN, MICHIGAN, ILLINOIS, INDIANA, OHIO, PENNSYLVANIA, NEW YORK and the East. **It's the BEST sales medium for hardwood lumber.**

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SUBSCRIPTION TERMS: In the United States and its possessions, and Canada $2.00 the year; in foreign countries, $3.00 extra postage.

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**ICHABOD T. WILLIAMS & SONS**

**Foreign and Domestic Woods In Logs, Lumber and Veneers**

11th Ave. and 25th Street NEW YORK

910 So. Michigan Avenue CHICAGO

# Hardwood Record

Published in the Interest of the American Hardwood Forests, the Products thereof, and Logging, Saw Mill and Wood-Working Machinery, on the 10th and 25th of each Month, by

THE HARDWOOD COMPANY

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Entire Seventh Floor Ellsworth Building
537 So. Dearborn Street, CHICAGO
Telephones: Harrison 8086-8087-8088

Vol. XXXVIII CHICAGO, APRIL 25, 1914 No. 1

## *Review and Outlook*

### General Market Conditions

VIEWING BUSINESS CONDITIONS as much as possible as a unit and looking at things from a prospective viewpoint, there seems no other conclusion than that the long promised active opening up of demand in all lines will be deferred until after the usual summer dullness. Resumption of normal conditions has been promised for so long that failure of this promise to materialize seems to have become more or less of a habit. At this late stage it is hardly possible to hope for a general resumption of trade activities on a normal basis until such time as present conditions have worn themselves out and the dull summer months have been spent. At least there seems no immediate prospect of conditions being righted, or righting themselves during the remaining months of spring.

It is true that there seems a fair prospect of the railroads securing the requested five per cent general increase in freight rates, but even with the railroads in the market again it is doubtful if their requirements would offset the laxity in trade in other lines. Of course, this resumption of buying would have a stimulating effect on the lumber business, and would probably bring the trade generally a sufficient volume of business so that lumbermen would feel secure for the remainder of the year. But as it stands at present other influences are having their effect and consumers in other lines are continuing to buy simply to meet their immediate requirements, and are not holding out any prospect of changing their policy during the next few months at least.

It is difficult to say just what effect the upset conditions in Mexico will have on the trade in general, but it is, of course, safe to predict that there will be some derogatory results felt. If this turbulent condition were presented during times of normal business, the effect would not be particularly noticeable, but in connection with other disturbing factors it will probably have more or less of an unsatisfactory influence on trade.

One effect that will very likely be immediately felt is a retarding influence which the war agitation in Washington will have on other legislative problems, which will necessarily be held up during this acute stage at least. It really seems that business is simply waiting to see the general outcome of the proposed legislation at Washington and naturally any postponement of definite legislative enactments will have a tendency of further holding things up.

The condition of trade continues to be decidedly spotty, with some concerns reporting continuance of good business and more or less resumption of trade during the last week or two, while with other concerns the report is just contrary. This favorable report seems to come as a general thing from smaller concerns who are not forced to maintain a steady large volume of trade in order to carry overhead expenses, while some of the larger manufacturers are the more consistent complainers and it cannot be said that their complaints are the result of laxity of effort, as for the most part they are redoubling their efforts in order to secure their quota of existing orders. However, expenses of securing business are rapidly mounting with the decreasing size and consequent necessity of more closely covering the territory. The result is an increased necessity for turning stocks and HARDWOOD RECORD is extremely sorry to note a tendency to shade prices in order to secure cash to meet expenses. While shading has been more apparent in the eastern territory than it has in the Middle West, and while it can nowhere be said to have even approached the state of actual price cutting, still there is considerable of this kind of business being transacted.

Oak, as usual, commands the king position, and as a general thing northern hardwoods seem to be in stronger shape than do southern products, not including oak. For the most part the low grades are commanding the better demand throughout the country because of the continued activity of the box manufacturers. In gum particularly this distinction is noted as the upper grades are still slack, although there has been considerable demand in the low grades in both sap and red gum. Maple flooring manufacturers are doing a fair business and as a result maple is in pretty good shape. As to the other woods, nothing of a particularly encouraging nature can be said, except that they are continuing along at about the same basis of demand and price.

The export trade seems to have been stimulated somewhat by the more favorable condition of freight rates which has been gradually coming into effect; but the foreign market is still pretty well stocked up and no marked development can be looked for in this quarter. There have, however, been some decidedly favorable shipments made within the last few weeks.

Generally speaking, there is very little change in the general business outlook and it would seem that this present policy of continuing after trade strongly is about the only policy to pursue, as orders are small and given as actual needs assert themselves.

### The Cover Picture

THE GALAX GATHERERS are returning from the woods. The photograph depicts a scene in the mountains of North Carolina, Yancey county, in the Mt. Mitchell area. The industry of gathering galax is of considerable local importance in that region, and a rather large number of people are engaged in it.

Galax is a forest-grown plant valuable for the leaf it bears. It has been widely planted as borders and plots in yards and gardens; but the leaves which grow in the open have not the market value of those which develop in the cool shade and damp air of high

APR

shows a party of mountain people returning with their loads of galax leaves. The total quantity which they are carrying may sell for two or three dollars. The amount is not large, but the gatherers invest nothing but their time. Nature produces the plant ready for the picking. It demands no care from any one, though the people who expect to profit by it have created a sentiment against forest fires in that region. They have learned by observation that galax does not grow in burnt woods. For that reason they do not set fires, and they advise their neighbors not to do so. The results are remarkable. Woods where galax grows is freer from fire damage than the surrounding regions. This emphasizes the fact that people will protect forests against fire when it is to their interest to do so. If they show indifference on the subject, it is because they do not understand that forest fires concern them.

Galax is a small plant with nearly round, whitish leaves and a white flower on a central stem. The plant dies in winter and springs up at the return of warm weather. There is only one

translated "leafless galax," though that name does not seem to be true to nature. The word galax has reached us after a long journey down from the ancient Greek, where it meant milk or whiteness. The name galaxy, applied to the band of light across the sky, called the "milky way," is from the same word.

The establishment of national forests in the high ranges of the southern Appalachians will improve the business of the galax gatherers, because damage from fire will be greatly lessened, and trails and roads will be constructed where none are now, and access to remote districts will be easier. The mountains of North Caro-

some distance northward from that region, but by common consent the best is found among the high mountains of North Carolina.

## A Seeming Misunderstanding of Conditions

THE [illegible] HARDWOOD CONSUMING INTERESTS [illegible] manufacturers are operating is indicated by the more or less concerted protests which are being recorded against the 1913 inspection rules as adopted by the National Hardwood Lumber Association. That organization in its April bulletin devotes the first page to a discussion of this question, entitling the discussion "A Test of Loyalty." The discussion contains the following quotation from a letter written by a prominent furniture manufacturer, a former member of the association:

[illegible] National Hardwood Lumber Association instead of using the 1913 rules.

We can bring about this adherence to the 1912 rules at the present time if we go about after it and stand by it because the lumbermen are anxious to sell now. Later on if we are not well organized and the lumber business gets brisk we may have some trouble.

HARDWOOD RECORD is not in position, nor is it disposed, to criticise either faction in this apparent controversy, but feels that the statement made in the foregoing paragraph that the present set of rules is unfair and should be resolutely refused recognition by buyers is in itself an entirely unfair statement. The suggestion that now is the time to overthrow these rules because of this generally conceded laxity in the lumber business offers conclusive proof that the consuming trade is not doing its part toward ultimately placing the grading of hardwood lumber on the basis which will be entirely and absolutely satisfactory to all parties concerned. It does not show the proper spirit, and it can be truthfully said that it does not show a proper appreciation of the problems which have to be met by the lumber trade each year.

[illegible] by this condition and other similar conditions, and were simply [illegible] to enable him to exactly determine what he is getting under the present grades, taking into consideration constant changes of conditions. Surely no one will contend that the increasing difficulty of getting out a favorable per cent of high-grade lumber from the average log should not be met in some way by some change in the actual grade, which will take care of less favorable timber conditions.

The suggestion on the part of the consumer was unquestionably started by a few concerns who had personal interests at stake, but it is to be doubted whether it represents the solid sentiment of the entire consuming trade. It is unquestionably a fact that this attempt to overthrow the 1913 rules is based on lack of appreciation of what these rules are intended for and of what they mean. The contention that they are unfair is not well taken, as considering the log conditions, the hardwood manufacturer would have evidently been justified in making much more drastic changes. The new rules are simply a result of a gradual turning over in all conditions in the lumber business, which must naturally continue to be felt for years to come. It seems that it is up to both sides to recognize these conditions and make the most of them, working together so that there will be the absolute minimum of misunderstanding.

## Mahogany Values

THE [illegible] OF MAHOGANY [illegible] time ago, operated on a decidedly sliding scale, the sliding being for the main downward. This was difficult to account for in a measure, but seems to have resulted from conditions which prevailed in shipping territories some two years before.

A year before last there were no tides in the rivers which bring down the African logs, and as a result there eventually was an accumulation of two years' stock waiting for the tide to take it to shipping ports. As a result of this long exposed condition, a great many of these two-year-old logs were damaged before shipment, and as a consequence a considerable quantity of inferior wood eventually reached the Liverpool market.

It is reported that this inferior wood is pretty well cleaned out and that the prospects are for resumption of more normal prices on an average. It is at least pertinent to note that big buyers have been stocking up for some little time past.

## Get the Crowd Out

THE LAST WORD [illegible] the Forest Products Exposition will not be spoken until after [illegible] and if it meets the success and accomplishes the results anticipated, the last word will be a long-time in the future. But the last word before the doors of the exposition are thrown open to the public must be heard very soon. HARDWOOD RECORD has worked earnestly and faithfully to commend this important undertaking to the public.

It is a new thing, and no one has been in a position to predict exactly how nearly ideals could be carried out. The aim has been high; work has been carefully planned and has been carried out along broad lines; the finest collection of exhibits, in the particular line, ever seen in this country, is now being assembled in Chicago and will later be taken to New York. But these things are not, in themselves, all that is required to make the exposition the unqualified success that it ought to be. It depends upon the people who attend and the lessons they learn from what they see.

Manufacturers of and dealers in lumber and other forest products have not brought this remarkable collection together as a matter of amusement or entertainment. If more than that shall not be accomplished, the exposition will not be a success. It must be educational, and the education must be along business lines. Everybody knows what wood is, but it is not everybody that knows the numerous places which it is fitted to fill in the country's industries. Our forefathers burnt it, made rails of it to fence fields, and built log houses of it, and they doubtless imagined that those uses embraced pretty much all the places wood was fitted to fill.

The view today is broader than that. Those uses have practically passed away, at least as the chief demand upon the products of the forests; and the public has been urged by promoters of substitutes to believe that wood has ceased to be vitally important to the people. That false doctrine has been preached in season and out, and unfortunately it has won many converts.

The exposition should counteract that influence. It should show the almost infinite places where wood is serviceable, and particularly where it is better than anything else. This can best be done by object lessons, and such lessons will be numerous at the exposition.

That, however, is not all that is necessary. It is only the first step, and by itself it will not amount to much. The next step, which is of equal or greater importance, is the securing of the largest attendance possible. It is to little purpose to prepare a great show if the people who should be interested in it do not see it. The whole thing is an advertisement, and it should be so considered by every person, company, and corporation that takes part in it; and of course a large part of an advertisement's value depends upon the number of persons and class of persons who see it. Emphasis is properly placed on the fact that class counts for as much as numbers in a case of this kind. The people who see it should be people who are interested in building, manufacturing, or in some other industry where wood is or should be used. The enterprise has now reached the stage where it is up to the exhibitors themselves to make it a monumental success, or to let it partly or wholly lapse for the want of attendance. Every exhibitor should resolve himself into a committee to get the people out. He should campaign among his customers, friends, and acquaintances, and induce them to attend. If all exhibitors do that, they will, in the aggregate, reach a very large number of people, and the very sort of people whose presence will make the exposition a success.

Of course, strangers and those not particularly interested in forest products should not be neglected. Among such are many who might be induced to increase their use of wood, if they are made acquainted with its qualities which particularly fit it for their use. But the first and most important thing is to get the people, the right people, to attend the exposition and see for themselves. The remaining time for this is short, but much can be done if every man interested in it takes hold in dead earnest.

## What Slow Business Means

THE INEVITABLE RESULT OF LAXITY in any line of business is the increasing sales cost. This results from a reversion of trade from a seller's market to a buyer's market, and resulting keen price competition between manufacturers and wholesalers in their respective lines. The logical conclusion is that during such times as now prevail the sales end of the lumber business is deserving of considerably closer study than it receives under more normal conditions when stock moves in a satisfactory manner.

A close analysis of the various conditions presenting themselves at this time will indicate that the man who is getting the most business today is the man who is utilizing every possible means of catching the eye of prospective customers with what he has to offer. In this connection it stands to reason that salesmen's calls must necessarily be more frequent because there is a multitude of small orders coming at short intervals rather than large orders coming in intervals of several months as under ordinary circumstances.

In quite a number of cases where concerns have continued to exert themselves to the utmost to secure more business, they have actually put on more salesmen covering smaller territories, with the idea that they want the traveling men to see the customers more frequently in order to prevent the possibility of getting in "just too late" for the desired order.

Along this same line of reasoning it is very evident that legitimate letter-writing and other means of keeping stock continuously before the trade would be a decidedly favorable feature of a selling campaign under present conditions. Even the most lively salesman must space his calls at intervals of several weeks, and under present conditions the buyer will often make up his mind to buy on very short notice, and probably under ordinary circumstances would close his order without giving a second thought to the persistent salesman who might have called upon him a week before. Therefore, it is very well worth while to sandwich in between the salesman's calls the right kind of strong personal letters, and it appears to be equally desirable to place stock lists before such customers through the means of the right trade journals.

It might be argued that the buyer would place the order with the salesman who happened to be in his office at the time he wanted to place the order. This might hold good in some cases whereas it would not hold good in other instances, that is, if a particular concern had been getting satisfactory lumber and service from a certain manufacturer or wholesaler and was desirous of buying another bill of stock, he might place his order elsewhere if that particular salesman were not on the job at the time and if in addition his house did not back up his call with "reminding" literature calling to that particular buyer's attention the stock which that salesman had offered and described on the occasion of his last call. On the other hand, it is only human that the buyer should repeat an order to a concern which has given him entire satisfaction if he be but reminded that that concern is still strongly after his business.

Such reminder could not come more effectively than through a strong personal letter based on information as to what he uses and backed up by conscientious advertising of the right kind in the right medium.

## An Important Barge Line Development

GREAT POSSIBILITIES ARE PRESENTED through an incident connected with Tennessee river navigation, which occurred on Monday, April 20. On that date a steamer with three barge-loads of oak, aggregating 700,000 feet, left Decatur, Ala., for Louisville, Kentucky.

Hardwood manufacturers certainly have long felt the keen competition of other points as a result of the unjustifiable schedule of rail rates which have discriminated in the most flagrant manner against that territory. This barge line proposition presents the possibility of cutting rail rates to Ohio river crossing points, an average of about six cents a hundred points, making a net reduction of some $2.70 a thousand feet of oak lumber.

The tremendous possibilities dormant in the proposition are readily seen when it is appreciated that this will open up to the northern Alabama territory and to other points in a position to ship north via Ohio river points and the Tennessee river, all the northern territory in Illinois, Indiana, Ohio and other places north of the Ohio river. This territory is now practically closed to shippers in the section referred to.

A more complete discussion of this arrangement is to be found on another page of this issue of HARDWOOD RECORD.

## A Call to Outsiders

A CIRCULAR LETTER has been issued from the office of J. E. Rhodes, secretary of the National Lumber Manufacturers' Association, which has gone to lumbermen throughout the country. It is a call to the man who is outside of the organizations which are affiliated with the National association. He is urged to join, to lend his aid to the cause, to come inside and help fight the battles of the lumbermen, and to share in the good results. The campaign for larger memberships is on. The man outside the camp is wanted inside, and he wants the help which will come to him when he joins forces with others whose interests are identical with his. In the business world of today the man who undertakes to go it alone must face difficulties which others would help him face if the forces were organized. The politician who elects to stay outside of all parties gets nowhere; it is much the same with the business man.

Eleven associations are affiliated with the National Lumber Manufacturers' Association. Every lumberman in the United States can find a place suited to his needs and his tastes in some one of these. In their aggregate they are nation-wide. They need every lumberman and every lumberman needs them.

# What the Exposition Will Show

place before, excepting, of course, some of the collections which schools and museums have brought together, and which are intended to show kinds rather than uses. The exposition at the Museum will show kinds as well as uses.

There is abundance of material to choose from. There are 514 different species of forest trees in the United States, without mentioning a number which have been introduced from foreign countries and have run wild, and many more varieties which have been developed by cultivation.

Some people think of oak simply as oak. It is capable of division. There are fifty-two oaks in this country, each distinct from all the others. Twenty-seven are white oaks and twenty-five red oaks. A piece of oak furniture may be and often is made up of wood from several kinds of oak, as cow oak, post oak, bur oak, and so on. It is probable that more than half of all the kinds of oak in this country will be on exhibition, though it would be difficult to pick them out and tell which is which. It is usually not difficult to tell the wood of white oak from the red oak, but to distinguish that of one white oak from another, or one red from another, is not always easy.

### A Wealth of Pines

There are thirty-four pines in the United States. Like the oaks, they are divided into two general classes, white and yellow, or sometimes distinguished as hard and soft pines. There are twelve white pines and twenty-two yellow, but a person would need to travel over most of this country to find them all. Some of the pines go to a sawmill and are little known, while others, like northern white pine and southern yellow pine, are household words and are known to every one who has any knowledge of wood. It is difficult, even for a practical woodworker, to separate at all times the lumber of the various white and yellow pines, if they are mixed in the yard or shop.

Three larches or tamaracks grow in this country, one in the Northeast and two in the Northwest. The appearance of the woods of all of them is generally sufficient to distinguish them from other softwoods, but not always from one another.

### Spruces and Hemlocks

Seven spruces are native in the forests of the United States, three in the Northeast, three west of the Rocky Mountains, and one, white spruce, from ocean to ocean through northern United States and Canada. The woods of all the spruces are remarkably similar in texture and appearance. It takes an expert to tell one from the other when the lumber reaches the factory; but the standing trees vary greatly in appearance and also in size.

Four hemlocks are native, two eastern and two western; though practically all of the hemlock lumber reaching the market is cut from one eastern and one western species, but ten times as much in the East as in the West. The western hemlock is larger than the eastern.

The firs are a numerous family—thirteen children in all, counting the ambiguous, gigantic Douglas fir as one of them. Two only inhabit the eastern forests, and they are mere dwarfs compared with some of the western species which are 200 or 300 feet tall. The wood of the eastern firs—the balsam and the [illegible] but the trunks are pretty small for lumber, though just right for pulp.

There are seven cypresses, but some are cousins to the others, rather than brothers, as is the case with oaks and pines. Two of them grow in southern swamps, but one is so much like the [illegible] importance as producers of lumber. It may be taken for granted that the exposition will show the wood of only one of the seven cypresses that occur in the United States.

### Other Softwoods

The only two redwoods in this country grow in California. The wood is coming into considerable use east of the Rocky Mountains and it will doubtless be seen at the exposition.

Seventeen cedars contribute to this country's lumber supply, but some of them make rather small contributions. They constitute a miscellaneous group, and are not closely related as the various oaks or the pines are. Some are arborvitaes, some are junipers, and others belong to the other groups, but when the wood leaves the sawmill it is all cedar. The arborvitae of the Lake States and the southern juniper, or lead pencil cedar, are the best known in the East, while the giant red cedar and Port Oxford cedar are the most famous in the West.

No one takes much interest in the yews, because they do not amount to much as sources of lumber, but there are four of them, two on the Pacific coast and two in Florida. Possibly some archery bows of western yew may be on exhibition.

### Walnuts and Hickories

We have four species of walnut in this country, three black and one white. The latter is usually called butternut and is well known. The common black walnut supplies most of the American walnut lumber of commerce, and it is one of the easiest woods to identify. However, if the wood were placed beside that of the Mexican walnut, which grows in Texas, and the California walnut, it would require a pretty good judge to tell one from the other. That test is seldom made, because the Texas and California woods are little used.

There are from ten to fourteen kinds of hickory—the exact number depending upon who is doing the counting. Some good counters can see only ten, while others list fourteen. The exact number does not matter, as all come out of the sawmill as one wood, except that pecan is set aside by unanimous consent as inferior to the others as far as wood is concerned, but it beats them all for nuts. Some persons call the smooth-barked hickories "black hickory," and the others "white hickory." It is difficult to tell the wood of one from the other.

### Some Soft Hardwoods

Seventeen willows fringe the streams and occupy mud flats in this country, besides several others introduced from across the seas; but the black willow is the only one in which lumbermen are interested. Millions of feet of it go to sawmills yearly, principally in the lower Mississippi valley. It is sometimes sold as cottonwood, but a good lumberman cannot be fooled on it.

Nine kinds of cottonwoods are cut in this country. Every state has one or more, including the aspens and balm of Gilead. Some of them are more valuable for pulp than for lumber, and doubtless some fine samples of cottonwood pulp will be seen at the exposition. The common cottonwood is the principal source of cottonwood lumber. Some of the species in the dry regions from western Texas to southern California are seldom heard of, yet, as far as their wood is concerned, they are as good as any of the other cottonwoods.

### Birches and Their Kin

At least seven birches grow in the United States, but most of the lumber is cut from two, the sweet and the yellow, both growing in the Lake States and eastward. The woods of the two are so much alike that markets take one as readily as the other, and usually do not keep them separate. These supply the birch of the lumber trade, though a little of the others is used. Paper birch is the best spool wood in this country.

Lumbermen and wood users east of the Rocky Mountains know little about alder as a commercial wood, but on the Pacific coast two kinds of alder attain sawlog size, and are classed among the most valuable hardwoods of that region. There are five other alders in this country, but they are too small to be interesting to users of wood, except manufacturers of gunpowder, who burn them for charcoal.

The beech is alone in this country. There is only one kind, but it is one of the best known woods on the market.

### Tough Woods

The elms are a distinct group, consisting of six species, every one of which is known for toughness, and is valuable for lumber. The white or gray elm is most abundant and best known; the rock or cork elm, the strongest and hardest; the red or slippery elm, the most easily identified on account of its peculiar inner bark; while the wing elm and the others are southern trees and no large quantities go to sawmills.

Two kinds of hackberry trees contribute to the lumber supply, but both are usually considered as one, and the wood is frequently bought and sold as ash or elm.

The forests of the United States grow eight kinds of cherry trees, besides some tame varieties which have escaped from cultivation and are running wild; but all the cherry lumber of commerce comes from one species. The wood is well known and is easily identified on account of its characteristic luster, when the surface is polished. Cherry is not very plentiful.

There are three sycamores, one east of the Rocky Mountains, one in Arizona, and one in California. The two western trees are of little importance as producers of lumber, because they are small and scarce. Every wood user is acquainted with the eastern sycamore. The peculiar grain of the wood makes its identification easy, and those who look for it at the exposition will not fail to find it.

### A Solitary Species

Yellow poplar or whitewood is a solitary tree to the extent that it has no near relative this side of China. It is the largest hardwood tree of the United States, and the wood is widely used. The fine polish which it is capable of taking adds much to its value. Few woods of this or any other country are suitable for a larger number of uses.

### Maples and Basswood

Fourteen maples contribute to the wealth of the American forests, though most users recognize only "hard" and "soft" maple. About half of the maples are in the hard class, the most important, of course, being the well-known sugar tree. It supplies probably nine-tenths of the maple lumber of this country.

Lumbermen recognize only one basswood, though botanists know of three. All grow in the same range, are cut and marketed as one, and the woods of the three are so nearly alike that it is extremely difficult to distinguish one from the others, and nobody tries to do it. The wood is white and soft, but tough, and has a large number of uses. It may be expected to occupy a prominent place in the exposition.

### The Kinds of Ash

Those who consider ash simply as ash lose sight of the fact that there are fourteen species of ash in this country, all of which, with one or two exceptions, are sawed for lumber. It is not necessary, however, to insist on exact separation of species, because the woods of all are so similar that the buyer usually accepts them without asking from what particular species a bill of lumber is cut. White ash is the most plentiful and the best known, followed by red and black ash.

All the mahogany used in this country comes from foreign lands, except an occasional small tree cut in Florida.

Persimmon is a useful wood for certain purposes, but its range of uses is limited chiefly to shuttles and golfheads. There are two kinds of persimmon. One, called the Mexican persimmon, grows in Texas, and the wood is seldom seen in shops and factories. The other is the common persimmon of the South, the tree which bears the famous fruit.

There are five trees commonly called gum, but four of them are really not gums at all. The red gum is the only true gum in this country, at least from the standpoint of producing gum or resin. The others, including black gum and the three tupelos, are so universally called gum that the name can be accepted without anybody being deceived.

Dogwood is like persimmon in that the principal use is found in shuttles. If any is exhibited at the exposition it will likely be as shuttles or small handles. Two dogwoods grow in the East and one in the West. The latter is largest, but is not much used.

### Minor Species

Buckeye lumber usually passes as sap poplar, but not always. Practically all of the commercial wood is cut from the yellow buckeye, which grows from Pennsylvania southward, though three other buckeyes are found, one of which is in California, the others in the eastern and southern states. If articles of buckeye are shown at the exposition, they will probably consist of woodenware, such as trays, small vessels, and ironing boards.

Holly, the whitest of American woods, is not very important, though some very nice articles are made of it. There are five kinds of holly. The largest use is of the leaves and berries for winter decorations.

Two thorn locusts and three other locusts are found in the United States, but the only one really valuable for its wood is the common black or yellow locust of the northern and eastern states. It is one of the hardest and most durable woods of this country, and its largest use is as fence posts, though much is made into insulator pins for electric lines.

Six magnolias beautify southern forests with their flowers and foliage, but the lumberman sees only one or two of them in the log yard. The evergreen magnolia and the interesting cucumber tree are most used and best known.

Two wild mulberry trees grow in the American forests, and one of them, the red mulberry, occasionally finds its way to shop and factories, but it more frequently is made into fence posts. When skillfully finished, the wood is by some regarded as handsomer than black walnut.

### Right Trees

The foregoing are the American woods most likely to be found at the exposition, but there are more than 200 others, and some of them may be seen there. Visitors who attend, and especially those who deal with wood in some of its forms, will be well repaid by a somewhat careful study of the various manufactured articles made partly or wholly of wood. The richness of American forest species should make an impression. No country of the old world could make such a varied display of kinds. The whole continent of Europe has not so many commercial woods as grow in a single state here. In visiting the exposition, look for variety and class in the woods shown, and not for mere quantity.

### Exposition Taking Tangible Form

It is announced by the executive forces and those familiar with the developments that the Forest Products Exposition will be the most complete, comprehensive, attractive and result-producing of any pioneer industrial exposition ever given in this country. Following the return of George S. Wood, manager of the exposition, to Chicago from New York last week, official announcement was made that the radius of national business interest in the exposition had been notably widened by the acceptance of many new association and individual exhibits. Co-operation with the management in its educational and industrial improvement policies was extended by bodies of wholesale lumber dealers and manufacturers in a number of cities heretofore not listed. Under the pressure of the demands of exhibitors, space in the Coliseum, where the exposition opens April 30, and in the Grand Central Palace, New York, where the opening day is May 21, is rapidly dwindling, and the outlook for "last-minute" entries accordingly slim.

Features of the United States Government's forestry exhibit have been outlined in a new report from Don Carlos Ellis of the Forest Service. The largest tree conservation organization in the

industry. The pupils will return to their schools to deliver reports of their impressions to classmates, which will be in effect juvenile lectures on forestry. Similar arrangements are under way in New York.

Assurances of hearty support and earnest co-operation have been received from associations of wholesale lumber dealers and related trades of manufacturers in the cities of Cincinnati, Louisville, St. Louis, Kansas City, Mo., New Orleans, Minneapolis, St. Paul, Detroit, Memphis, and Lincoln, Neb., Norfolk, Va., Philadelphia, Boston, Toronto, Ottawa, and other communities.

Distinctive preparations are being made for a combined exhibit by the Commercial Club of Marquette, Mich., and its members will attend the exposition in a body.

A varied display of wood package construction will be made by the National Box Manufacturers' Association. Everything in the box line will be shown, from the smallest mailing compartment to the largest packing case.

An exhibit of agricultural interest will be that of silos. "Sawed-off" silos of full circumference will be erected, of abbreviated height in order that the details of wooden roof construction—the permanent method—may be examined by visitors.

### White Pine's Great Showing

The exhibit of the Northern Pine Manufacturers' Association centers in the showing of white pine for exterior uses, or in other words for an outside covering in home-building. To attractively do this there is created a miniature interior garden, with pool, fountain, flowers, grass, shrubs, walks, colonnade, pergola, French window effects, a tea house, and all surrounded by a balustrade with arbored entrance. Then there is shown an attractive miniature house, with pleasing entrance, and an artistically designed interior. Into this setting will be interpolated the practical part of the exhibit, showing white pine of to-day, with some transparencies and pictures in addition to the wood itself, together with some glimpses into historical New England.

The historical portion of the exhibit will be emphasized by examples of the very early houses of New England and including a picture of the earliest house of which there is any authentic record in the United States, built in 1628, torn down in 1894, together with a statement from the tenth granddaughter as regards it, also a piece of the white pine from this house.

There is a picture of the oldest wooden house now standing in America, built in 1636, also a statement from the eighth grandson as regards it, and a section of the white pine siding from this house.

There is shown a section of the white pine summer house from Medford, Mass., seven and one-half feet wide and fourteen feet high, in which the battle of Bunker Hill was planned. Also a [illegible] John Hancock House, Lexington, Mass., of date 1737, and numer

including one white pine board eighteen inches wide and three and [illegible] exhibit; Mr. Janson is the landscape architect, and the Hasselgren Studios have the interior decorations. With this there will be a booklet for distribution of the same artistic dignity as the exhibit itself and combining the historical and commercial. The white pine houses of New England dating back to 1628 will be shown [illegible] today.

[illegible] Nuremberg House [illegible] the Yellow Pine Manufacturers' Association. Nuremberg house is built in the fourteenth century style of German architecture, of which many remarkable examples are to be found at Nuremberg and Rothenberg. The large room in a somewhat later period of architecture, in dark Flemish, was designed by Louis Sinetana, architect, and was one of the original rooms for the Yellow Pine Manufacturers' Association house, exhibited at the Louisiana Purchase Exposition, St. Louis, in 1904. The exterior, with entrance, porch, and [illegible] chose that type of house which offered every possible use of wood in its construction, so that the entire structure, from foundation to peak of roof, might be built of southern yellow pine.

The walls are covered with rough siding up to the window sills, and from that point on are of half-timber work, held together by wooden pins. The roof is of heavy hand-split shingles laid in irregular courses. The possibilities of yellow pine for more elaborate work is shown in the wood carvings on both the interior and the exterior, where much of the spirit of the Gothic carvings has been obtained. The interior of the circular bay has been painted white to illustrate the use of southern yellow pine in colonial house interiors.

### West Coast [illegible]

Scenic attractiveness will distinguish the West Coast Lumber Manufacturers' Association, with headquarters at Tacoma and a branch department at Portland. It will consist mainly of a four-room bungalow, open as to sides and roof. The uses of fir and cedar in floor, ceiling, and panel construction will be splendidly set off in the interior woodwork. A living room will be furnished entirely in western hemlock. On the second floor of the bungalow will be shown small specimens, such as shingles, log sections, colored panels, frames, creosoted Douglas fir, and curios.

A special announcement of the Forest Products Exposition, with mention of the West Coast exhibit, has been made by the association in the form of 20,000 printed inserts, given to the mills with the request that they insert them in their eastbound mail, especially mail going to retail dealers.

E. T. Allen is directing arrangements for the exhibit of the Western Forestry Conservation Association, which will be made in conjunction with the United States Government display, and will prove of unusual interest to dealers, manufacturers, and all men of the industry, as well as to all public-spirited citizens interested in the forwarding of true, scientific, beneficial conservation.

### Government [illegible]

Exhibition materials of the office of the Industrial Investigations, United States Forest Service, for display at the Forest [illegible] at Chicago and New York, will consist of numerous diametric charts and maps, as well as fourteen wall cases containing interesting samples of forest products. The charts will show the timber regions of the United States, the annual production of lumber by states, and species, the consumption by industries and by species of the lumber cut in this country, and the changing importance of the principal producing regions and centers of primary forest activity. This will be illustrated with numerous photographs. Several wall cases will be devoted to samples showing the utilization of sawmill and factory waste. This exhibit will be of most practical value and will contain genuine hints for man-

facturers who consider themselves already thrifty in the profitable application of wastage. It will lend inspiration for further moves in obtaining the maximum per cent of efficiency from left-over material.

### Association Meeting.

Attendance at the Chicago Exposition by professors of forest school branches of a number of universities is assured. Details of the attendance of these important visitors are being supervised by Prof. Frederick Dunlap of the College of Agriculture, University of Missouri.

In addition to the annual convention of the National Lumber Manufacturers' Association at the Coliseum, May 5-6, a number of other important gatherings have been scheduled for Chicago and New York during the exposition. The Northern Hemlock & Hardwood Manufacturers' Association will meet at the La Salle Hotel April 30; the leading yellow pine manufacturers will hold a conference at the Congress Hotel, May 4; the National Association of Lumber, Sash, and Door Salesmen will meet at the Chicago Lumbermen's Club, May 5; the Michigan Hardwood Manufacturers' Association will meet May 5; the annual convention of the National Slack Cooperage Manufacturers' Association is called for May 7, 8 and 9, at the Sherman hotel; and other meetings are to be held in Chicago, while New York will have the quarterly meeting of the North Carolina Pine Association, a special meeting of the Philadelphia Wholesale Lumber Dealers' Association, and a number of additional gatherings, including an important concatenation of the Hoo-Hoo, for which elaborate preparations are being made.

### Exhibits Moving In.

On Monday, April 27, the exhibits will move in, and from that time until the opening hour there will not be a minute when the sound of the hammer and the activities of operations will not be heard. Of course, practically everything has been planned in advance, and prepared as far as possible, and all that remains is to put the various exhibits in their proper places. That is no small undertaking, in view of the number of exhibitors and the multitudes of exhibits, but there is no doubt that when the hour for the opening arrives, everything will be ready.

# The Penetrability of Wood

A valuable contribution to science, particularly that part of science in which users of wood are interested, was recently made in a paper published in the Journal of Agricultural Research, issued by the Department of Agriculture at Washington. The subject of the paper is: "Tyloses: Their Occurence and Practical Significance in Some American Woods."

The name may not be wholly familiar to all lumbermen and stave dealers, for "tyloses" is a technical word which has not yet reached every-day speech; but the thing itself is pretty well known, at least by its effect. White oak is good material for barrels which are to hold alcoholic liquors; red oak is not. White oak is satisfactory because the wood contains tyloses which prevent leakage; red oak does not contain much of the substance, consequently, liquids seep through the wood and escape.

This is a concrete, practical illustration of the value of tyloses in a wood that coopers use; but some people have never seen and recognized the substance, and many have seen it and did not pay much attention to it. It is a white substance that grows inside of wood pores and stops them up so that air and liquids cannot pass through. It can be properly studied only with the microscope, yet under favorable conditions the naked eye can detect it. It looks like white foam, or probably like chalk, in the pores of white oak. If a stick is split, and is polished very smooth, longitudinal threads of white may sometimes be seen. It develops inside the pores and cells, and is a natural growth in some woods, but is rare in others.

The investigation has followed practical lines, the presence of this substance in many woods where it was scarcely suspected has been discovered, and it has been found that it has much to do with the durability of wood. Those woods which contain tyloses abundantly resist decay better than those which have little. It is not claimed that its presence alone is responsible for the durability of one wood beyond another, but it helps. There are other things, however, to consider.

Woods filled with this substance resist decay because the pores and cells are plugged; air and water are largely excluded, and consequently the threads of fungus, which cause decay, can not readily enter, and if they do enter, the supply of air and water is so limited that decay proceeds slowly.

It is well known that a white-oak fence post or crosstie lasts longer than one of red oak. The structures of the two woods are almost identical, but white oak is sealed up, while red oak is open, and the agencies of decay are free to enter.

The bulletin lists sixteen durable woods, every one of which contains much of the tylose substance; five that are moderately durable, and these are not well supplied with the plugging material; and nineteen which are well known as quickly decaying woods, and they contain little of the material. The durable woods are black locust, catalpa, Osage orange, mulberry, chestnut, black walnut, live oak, sassafras, white oak, post oak, black ash, honey locust, cherry, persimmon, slippery elm, and bur oak.

Some of the non-durable woods follow: Cottonwood, red gum, maple, white ash, beech, cucumber, black gum, basswood, buckeye, sycamore, aspen, and willow. It is not claimed that the presence or absence of tyloses alone is sufficient to preserve wood or to permit its speedy decay; but the evidence clearly shows the tendency of its influence. This element has not, heretofore, been much discussed by those who have written of wood decay and durability.

Timber treating engineers, who inject creosote and other substances into wood to retard decay, long ago made lists of certain species that were hard to treat, and others which were easy. The preservative fluids penetrate certain woods to a considerable depth when moderate pressure is applied; while others are almost impervious, no matter how great the pressure. By examining the lists of woods, it is found that those hardest to penetrate by preservative fluids are those best supplied with tyloses. This throws a new light on the subject. Some woods are so filled with solid deposits in the heartwood that fluids cannot be forced in, and such are hard to treat, whether they contain tyloses or not; but there are others where the difficulty of penetration seems largely due to the presence of the tyloses substance. This is often seen in sapwood where chemical deposits, due to the aging of the tree, are yet slight. It was formerly quite generally believed that tyloses were confined to heartwood; but the investigations have proved that they occur in the sapwood also, even to the inner layer of bark, and therefore are an important factor to consider by those who give timber preservative treatment.

Millions, perhaps billions, of feet of logs have been lost by sinking in rivers and lakes while on their way from the forest to the mill. Nobody then thought anything about tyloses in the logs; but it has been shown that those most abundantly supplied (hardwoods especially) float longest. The water is hindered from penetrating the cells and pores and filling the cavities. The author's experiments showed that woods in which tyloses were few or wholly lacking invariably sank before those containing abundant tyloses. A piece of black locust heartwood floated forty-six days while dogwood and persimmon sank in eighteen hours.

Hardwoods are most affected by this substance. The softwoods contain little of it, for the probable reason that they have no pores, which are the usual places where the growths are developed.

# The Lumbermen's Round Table

### SPECIALIZING IN FLOORING

[illegible]

[illegible] installation of the floor. Most retailers have learned that a handsome hardwood floor, inland with fancy woods, is a splendid setting for their choicest wares, and instead of covering it with some other material, they are quite willing to let it be seen without anything to conceal its beauty.

Considering the fact that the equipment of the stores is becoming handsomer and more expensive right along, there is little room to doubt that the concern referred to above will find a fertile field for its operations. Incidentally, the manufacturers of built up stock have long recognized the value and importance of the market which consists of figured panels for the back- [illegible] beautiful examples of veneered work in mahogany, Circassian walnut, American walnut and other woods to be found being in place in the windows of the big department stores and other retail establishments.

### STORE FIXTURE PRICES

As suggested above, the manufacture of store fixtures has become an important part of the hardwood consuming field, great factories devoting themselves exclusively to turning out equipment for mercantile enterprises in every line. And, as suggested also, nothing seems to be too good for the retailer and his customers nowadays.

However, the store fixture men, like other members of the trade, seem to be badly in need of education along cost accounting lines, judging by estimates which are furnished on many jobs. The manufacturers possibly have not found competitive conditions sufficiently pressing to require them to figure closely, but have been able to add a sufficiently liberal margin over cost to take care of expenses and leave a satisfactory profit.

Indicating that this is the case, a friend of the writer, who is equipping a big retail store at a cost of about $10,000, said recently that the low man quoted a price $2,000 below that of the next bidder. Offering a price that was far away from those of his competitors suggests either that the man who got the job will lose money or that the others were trying to make a "killing" on the work. A difference of twenty percent is certainly too great to be overlooked, and the store fixture people had better use their recently formed organization for the purpose of getting a line on what it costs to manufacture their goods.

### WALNUT FOR STORE FIXTURES

Speaking of store fixtures calls attention to the fact that American walnut is coming into its own in this connection. While mahogany is favored by many concerns, and has been widely used, as well as imitations of that splendid wood, there seems to have been a revival of the demand for American walnut, for it is making its appearance in many stores of class.

William Kendrick's Sons of Louisville are one of the oldest and best known retail jewelry firms in the country, and their new store at Fourth and Walnut, in the Gateway City, is regarded by members of that trade as being easily one of the top-notchers in the entire United States. When the concern moved to this store from a location further in the street some time ago great care was taken with the fixtures, and after consideration of mahogany, oak and other woods, it was finally decided to use walnut, a Louisville concern making up the order.

"We believe that walnut has a rich, aristocratic appearance which is very desirable in a store of this kind," said a member [illegible] better, both with us and our customers, than most other materials. We are very proud of the fixtures, and regard them as one of the [illegible]

### HARDWOOD FLOORS FOR FACTORIES

[illegible] idea of a smooth, shining surface similar to that of a drawing-room occurs to the mind. Yet many factories have just such floors. They are as carefully laid and as painstakingly maintained as though they were the pride of the housewife.

The writer was recently in a big flour mill, the largest in the South. It was noticed that the floors were all of hard maple, and also that men were kept going over them all the time, removing the dust constantly and keeping the floors in perfect order. The manager of the plant was asked for the reason.

"There are two reasons for taking pains in this connection, and going to the expense of putting in hardwood floors," he said. "One is that they are much easier to keep clean than any other kind. That is a major consideration in these days when the sanitation of a factory making food products of any kind is a matter of public importance and public knowledge, almost.

"The second factor is that of durability. We might have put in a cheap pine floor, or a rough factory surface of some other kind, but it would not have lasted the way these floors will last. The difference in the cost is considerable, it is true, but the floors are worth every cent of it."

Another point which might be mentioned in the same connection is that trucks can be moved over a smooth hardwood floor much more easily than under other conditions. In the mill referred to it was noticed that loaded trucks were moved about with apparent ease by youngsters who were not particularly husky. Anything which lends efficiency to workmen commends itself to many, so that it seems that the hardwood flooring people might legitimately make a play to the factory managers on this ground.

Sanitation, durability and labor-saving would certainly be a good combination of arguments, even if there is no effective argu- [illegible]

### ARE YOU THROWING BOOMERANGS?

A well-known hardwood man, who has been watching trade conditions for a good many years, said recently that the biggest mistake a salesman can make is to talk hard times.

"A salesman by temperament must be an optimist," he declared. "The pessimist has no business trying to sell goods. The buyer is bound to be a pessimist, and he can usually supply pessimism enough for two. The salesman must be of the cheerful, aggressive type, seeing the silver lining in every cloud, and able and willing to show it to the disheartened consumer who is looking only at the cloud itself. Misery loves company, but it won't give orders to the salesman who knows only how to be sympathetic.

"Every time a hardwood salesman talks hard times to a consumer he is throwing a boomerang that is sure to hit him in the back of the neck. That's the absolute truth. You can't consistently try to sell a man lumber and at the same time tell him he won't be able to dispose of the product which is to be made from it.

"The salesman must be cheerful, optimistic, aggressive, and able to make the buyer see things his way. He can concede some of the arguments on the other side, but he must have sufficient punch to be able to put over his own proposition. Going around and agreeing with everybody that business is rotten is a fine way to get orders—to come back to the office."

# Are Consumers Over-Solicited?

A well-known hardwood man declared recently that in a small Middle Western factory town he recently found eighteen lumber salesmen at one time. The inference he drew was that the trade is being over-solicited, and that the manufacturers and wholesalers of hardwoods would do well to "let up" a little and take things more easily.

This raises an interesting question as to just how often a customer should be solicited by a hardwood salesman. Nobody wants to make his presence obnoxious by wearing out his welcome with too frequent calls; and on the other hand, a few experiences in "just missing" a juicy order that might have been landed with an earlier call makes the salesman think hard before passing by a plant merely because he had been there not long before.

Trade conditions just now, of course, have emphasized the fact that a lot of traveling men are on the road. When business is quiet and orders are hard to get the concern which normally does not use salesmen puts men out on the road to liven things up; and this increased effort shows itself in the larger number of those who are marking up the hotel registers and wiping their feet on the doormats outside the offices of the factory purchasing agents.

However, there is no getting away from the fact that the tendency to solicit the trade of the consumer has become more and more strongly defined during the past five years or more. Sawmills which formerly disposed of their product entirely through middlemen are now getting after the factory trade direct. The manufacturer of lumber with anything like a considerable output wants to establish as many consuming connections as possible. That means that in addition to the large number of wholesale concerns which have been in the field all along, a great addition to the number of travelers has been provided in the persons of sawmill representatives. And while there have been many furniture, interior finish, farm implement and vehicle plants established during recent years, there seems to be no reason to believe that the increase in the number of consumers has kept pace with the additions to the ranks of the salesmen.

The matter of selling through traveling men is given greater importance, also, by the increased expenses connected with this branch of the business, like others. The high cost of living is reflected in the necessity of paying larger salaries, while expense accounts bulk large compared with those of former days, simply because the hotel charges have gone up steadily. Therefore, in view of the increased expense and the perhaps overcrowded condition of the field, it is evidently up to the lumberman to think twice about putting salesmen out, and then to insist on getting the right man to handle the business. Otherwise the picking will be slim indeed.

"Conditions vary, of course," said one of the most successful hardwood manufacturers and wholesalers in the country, in discussing this question, "but on an average I should say that a customer should be canvassed about once every sixty days. If the customer was sold it will take that long for the car to be shipped, settlement to be made and the former transaction closed; and as most business is built on the way previous orders were handled it is important that one deal should be disposed of before another is entered into. If no sale were made—presumably because the consumer was stocked up—it is hardly likely that he would be ready to buy again in less than two months."

One angle on the proposition, of course, is the fact that close buying is getting to be the rule rather than the exception among factory men. Instead of putting in a big stock of lumber and filling in by the purchase of a number of cars occasionally, the consumer nowadays buys just as he needs it. This means more, but smaller orders, single cars being purchased as a rule, unless a contract covering an entire season's supply has been entered into. This seems to mean that more frequent solicitation is in order, and that it is necessary to get around often enough to be able to figure on the single car orders that are being placed, instead of being able to take one's time, knowing that the order does not have to be given out immediately.

The number of factories in a community and the size of the individual plant have a bearing on the situation. The big plant is likely to need material of various kinds rather frequently, while the salesman who has stocked up the small factory can usually rest assured that the latter will not be in the market for some time to come. That results in a coagulation of salesmen, so to speak, at the important towns and centers, while the isolated factory in the small town, especially if its consumption is not above the ordinary, is not likely to be canvassed as closely.

But while the plan of going for business where business is is apparently sound, some lumbermen have looked at the question from another standpoint, and instead of calling on the big concerns, which are always buying something or other, they confine their efforts to the small-town, one-factory stands, finding it easier to sell lumber to these plants for the reason noted, that they are not over-solicited. These plants, in their estimation, constitute fresh woods and pastures new, compared with the concerns which are shining marks because of their big purchases, and which consequently are canvassed to death. And, of course, the big buyer, who gets numerous quotations, usually drives a harder bargain than the smaller consumer, who does not subject his purchases to the keen competition found in the other cases.

"The lumber salesman is in danger of becoming a mere order-taker," declared a well-known traveling man, who has been on the road for a long enough time to know what he is talking about. "We have to watch our customers so closely and keep in touch with them so constantly in order to avoid losing out that instead of doing real sales work we are compelled to spend most of our time in the purely mechanical effort of going over our territory. It's necessary, perhaps, but not nearly so effective as the work of the man who gets orders by sure-enough sales work, because he makes the consumer want to buy his stock at his price. Brain-work is still needed, of course, but leg-work is getting to be at a premium."

The growing realization of the fact that because of more frequent purchases of small lots of lumber at a time the consumer must be solicited carefully, has resulted in the narrowing of territories by concerns which have a number of men on the road. Men who formerly had an entire section are now covering but one state; while in other cases special salesmen have been located in the big cities and spend all of their time soliciting the factories there, without venturing outside that restricted territory for fear that somebody will get around to a customer ahead of them and nose them out of a coveted order.

This seems to suggest that the matter of over-solicitation, if it exists, is becoming intensified, instead of diminishing, especially as trade conditions seem to make it more necessary than ever before to keep before the consuming trade all of the time with facts and arguments to justify the persistent campaign to increase business.

One corollary of the facts which have been presented is that lumber advertising is bound to be more necessary and more effective than it has ever been heretofore. With many more salesmen in the field, and competition for orders keener, the house that gets the business must be well and favorably known to the trade, and must back up its salesmen with the right kind of publicity. Many traveling men admit that if the customer hasn't heard of them and their house, it is next to impossible to sell him, and other visits are necessary before the buyer will consider placing an order. Familiarizing the consuming trade with the name and policy of the lumber company through the pages of such high-grade trade papers as HARDWOOD RECORD is, in the opinion of the writer, not merely desirable, but almost essential to success under the new order of things.

G. D. C. Jr.

# Chicago's Wood-Using Industries

[illegible] There has been some decline in total receipts during certain years of the last decade, but the falling off has not been sufficient to jeopardize Chicago's place at the head of all cities. The total [illegible]

| | Feet B. M. |
|---|---|
| [illegible] | [illegible] |
| [illegible] | [illegible] |
| [illegible] | [illegible] |
| [illegible] | [illegible] |
| [illegible] | [illegible] |
| 1911 | 2,134,567,000 |
| [illegible] | [illegible] |
| [illegible] | [illegible] |

[illegible] but not every year. The total in 1906 was 428,835,000 feet.

There has never been much scarcity of statistics showing the quantity of lumber received during the course of a year at Chicago, and there has always been pretty full information as to the regions from which it comes, and consequently of the kinds of wood and its value; but knowledge has been lacking as to what becomes of the lumber after it has reached Chicago. Of course, it is known in a general way that some of it is reshipped to other markets tributary to Chicago; part of it is used in the rough in various classes of structures, and some of it is further manufactured into commodities of numerous kinds. Some of these are sold for use in the city, others are distributed to all parts of this country and even to all civilized countries of the world.

Some time ago Roger E. Simmons, acting under instructions from the United States Forest Service, spent several months in Chicago, carrying out a careful investigation of the uses of wood in this city. His report was subsequently published as a part of a larger report, and for that reason the portion relating to Chicago failed to attract the attention which its merit deserved. It was the first comprehensive attempt ever made in this country [illegible] amount of valuable information was brought together. While no attempt was made to trace the manufactured articles to their final destinations in the markets of the world, a careful compilation was made of the kinds and quantities of woods used in the course of a year, their various costs delivered at the factories, and much information was secured concerning the regions from which Chicago draws the lumber which has made it famous as a manufacturing center of wood commodities.

TRIBUTARY TO CHICAGO

As might be expected, every region of the United States is tributary to Chicago in the matter of lumber supply. The following table, though compiled for the whole state of Illinois, shows this. It gives percentages of the woods which various regions [illegible]

| [illegible] | Per Cent [illegible] |
|---|---|
| [illegible] | [illegible] |
| [illegible] | [illegible] |
| Michigan | [illegible] |
| [illegible] | [illegible] |
| [illegible] | [illegible] |
| [illegible] | [illegible] |
| [illegible] | [illegible] |
| [illegible] | [illegible] |
| [illegible] | [illegible] |
| [illegible] | [illegible] |
| [illegible] | [illegible] |
| [illegible] | [illegible] |
| West Virginia | [illegible] |
| [illegible] | [illegible] |
| [illegible] | [illegible] |
| [illegible] | [illegible] |
| [illegible] | [illegible] |
| [illegible] | [illegible] |
| [illegible] | [illegible] |

[illegible] the statistics. This makes possible a study of each class separately, if it is desired. It is shown that Chicago uses 62.6 per cent of all the woods manufactured in the state. That is, of the total of 1,781,536,120 feet used in the course of a year by all the factories in Illinois, the factories of Chicago demand 1,116,855,120 feet, which falls only a little below two thirds.

The table which follows shows the various softwoods and the quantity of each, which go to the Chicago wood-using factories [illegible]

| [illegible] | [illegible] |
|---|---|
| [illegible] | [illegible] |
| [illegible] | [illegible] |
| [illegible] | [illegible] |
| [illegible] | [illegible] |
| [illegible] | [illegible] |
| [illegible] | [illegible] |
| [illegible] | [illegible] |
| [illegible] | [illegible] |
| [illegible] | [illegible] |
| [illegible] | [illegible] |
| [illegible] | [illegible] |
| [illegible] | [illegible] |
| [illegible] | [illegible] |
| [illegible] | [illegible] |
| [illegible] | [illegible] |
| [illegible] | [illegible] |
| [illegible] | [illegible] |
| [illegible] | [illegible] |
| [illegible] | [illegible] |
| Northern White Cedar | 120,000 |
| Red Cedar | [illegible] |
| Total | [illegible] |

The hardwoods are almost exactly equal to the softwoods in the quantities used in the Chicago factories, according to Mr. Simmons' report. Following is a list of the hardwoods and the yearly demand for each by Chicago wood-using industries:

| *Hardwood* | *Used Yearly in Chicago. Feet B. M.* |
|---|---|
| [illegible] | [illegible] |
| [illegible] | [illegible] |
| [illegible] | [illegible] |
| [illegible] | [illegible] |
| [illegible] | [illegible] |
| [illegible] | 18,777,700 |
| [illegible] | [illegible] |
| [illegible] | [illegible] |
| [illegible] | 20,447,000 |
| [illegible] | 14,654,000 |
| [illegible] | 12,466,000 |
| [illegible] | 14,310,000 |
| [illegible] | [illegible] |
| [illegible] | 7,127,170 |
| [illegible] | [illegible] |
| [illegible] | 8,687,000 |
| [illegible] | [illegible] |
| [illegible] | [illegible] |
| [illegible] | [illegible] |
| [illegible] | [illegible] |
| [illegible] | [illegible] |
| [illegible] | [illegible] |
| [illegible] | [illegible] |
| [illegible] | [illegible] |
| [illegible] | [illegible] |
| [illegible] | 243,000 |
| [illegible] | [illegible] |
| Water oak | 100,000 |
| Butternut | 70,000 |
| Willow | 30,000 |
| [illegible] | [illegible] |
| [illegible] | [illegible] |

| | |
|---|---|
| African cedar | 25,000 |
| Toquin | 29,000 |
| Ebony | 19,750 |
| English oak | 15,000 |
| Hackberry | 6,000 |
| Princ Vera | 1,600 |
| Marblewood | 4,000 |
| Sattinwood | 2,600 |
| Holly | 2,200 |
| Lacust | 2,000 |
| Madagascar tulip | 1,500 |
| All others | 7,000 |
| Total | 557,699,550 |

DIVERSIFIED MANUFACTURING

The manufacture of wood products in Chicago is highly diversified. Forty-three industries are separately listed and reported upon. This includes nearly all of the regular and some of the special wood-using industries of this country. No large industry is omitted. The largest, in its demand for wood, is that which makes boxes and crates. This is to be expected from the fact that Chicago is a great shipping center for almost all kinds of merchandise, and immense numbers of boxes are demanded to carry the products to the retail merchants in the surrounding towns and states.

Though 273,844,000 feet of lumber are yearly manufactured into boxes in Chicago, it is well known that this is not the whole quantity used. Shooks ready to nail together into finished boxes are shipped in from states as far away as Michigan, Wisconsin, Kentucky, and Tennessee. No records are kept of those which thus come in from outside regions, but it is known that the number is large, and that if it were added to the boxes and crates made in Chicago the total would be greatly increased.

The manufacture of cars is next to the largest wood-using industry in Chicago, according to the accompanying table. The annual demand, as shown by Mr. Simmons' report, falls only a little below 250,000,000 feet. This does not look as though the campaign which steel interests have been carrying on against the wooden car has greatly lessened the use of wood in that industry, as far as Chicago is concerned. The whole quantity of wood made into cars in the course of a year in the state of Illinois is given at 407,333,000 feet, of which Chicago uses 60 per cent. Compared with totals for the entire state, Chicago produces the following percentages of certain commodities:

| Industries. | Percentage Made in Chicago |
|---|---|
| Cars | 60.3 |
| Boxes and crating | 73.6 |
| Sash, doors, etc | 74.9 |
| Farm machinery | 85.1 |
| Furniture | 64.1 |
| Heavy wagons | 32.5 |
| Store and office fixtures | 74.8 |
| Chairs | 100.0 |
| Coffins and caskets | 75.6 |
| Signs and billboards | 100.0 |

The table which follows gives the various wood-using industries of Chicago, the quantity of wood annually demanded, and the average cost at the factory:

WOOD USED IN CHICAGO BY INDUSTRIES

| Industries. | Feet, B. M. | Average cost per M at Factory. |
|---|---|---|
| Boxes and crates | 273,844,000 | $14.99 |
| Railroad cars | 245,745,500 | 31.13 |
| Sash, doors and planing mill products | 167,072,840 | 33.68 |
| Farm machinery | 88,181,000 | 34.21 |
| Furniture | 52,918,750 | 34.49 |
| Picture and fancy molding | 39,943,250 | 32.22 |
| Pianos and organs | 36,913,500 | 36.41 |
| Flooring (hardwood) | 24,730,000 | 27.04 |
| Butter tubs | 22,000,000 | 22.71 |
| Chairs | 16,262,000 | 35.19 |
| Store and office fixtures | 15,748,500 | 40.89 |
| Mantels and cabinet work | 13,545,000 | 37.78 |
| Heavy wagons | 11,590,000 | 51.17 |
| Cooperage | 10,600,000 | |
| Tanks | 7,810,000 | 46.57 |
| Tables | 7,612,520 | 39.57 |
| Electrical apparatus | 7,510,000 | 26.85 |
| School and lodge furniture | 6,527,000 | 27.53 |
| Parlor furniture | 5,952,000 | $39.35 |
| Signs and billboards | 5,510,000 | 21.95 |
| Mantels and cabinet work | 5,196,000 | 30.88 |
| Coffins and caskets | 5,150,000 | 24.24 |
| Cooperage | 5,136,000 | 22.66 |
| Greenhouse fixtures | 4,965,000 | 47.54 |
| Window and door screens | 4,850,000 | 27.58 |
| Patterns for woodwork | 4,625,000 | 31.48 |
| Refrigerators | 4,354,000 | 25.88 |
| Laundry machinery | 4,057,000 | 42.54 |
| Basket and fruit packages | 2,750,000 | 20.78 |
| Trunks and valises | 2,329,000 | 29.25 |
| Ladders | 2,154,000 | 30.93 |
| Skiffs | 1,854,000 | 51.26 |
| Organ cases | 1,821,500 | 90.39 |
| Light woodwork | 1,595,820 | 48.45 |
| Bent furniture | 1,457,000 | 41.99 |
| Coffins | 1,418,000 | 33.99 |
| Musical instruments | 615,420 | 94.86 |
| Sewing machines | 600,000 | 37.79 |
| Boxes | 545,000 | 51.67 |
| Handles | 450,000 | 21.67 |
| Spooling goods | 449,000 | 44.72 |
| Machine parts | 428,000 | 33.60 |
| Meat blocks | 300,000 | 23.00 |
| Novelties and toys | 290,000 | 40.21 |
| Total | 1,116,855,120 | $28.63 |

The total cost of the wood manufactured in Chicago, according to the accompanying table, is $31,975,688. The total value of the wood used by manufacturers in the whole state of Illinois is $51,229,693. It thus appears that Chicago uses 61 per cent of the annual demand by the whole state.

## Mississippi River Conditions Favorable to Logging

The Mississippi river at Memphis is falling after having reached a stage of about thirty-three feet. This is directly in line with the forecast made by the weather bureau here. The idea now obtains that, regardless of the character of weather in the immediate future, all danger of flood conditions has passed. It is pointed out that the crest of the present rise will disappear before it can be overtaken by another and those who have interests subject to interference by high water are resting easy and congratulating themselves over the outlook. Lumbermen are included in this number as they have been badly hurt within the past two years by the overflow in the Mississippi, with the consequent breaking of the levees and flooding of their plants, yards and mill stocks.

The present stage is high enough to insure a good movement of timber by water and this is what lumbermen here are anticipating. Much timber is now available that has heretofore been inaccessible and prospects are that river receipts of timber will be materially increased. So far as rail receipts are concerned, they are comparatively light. There has been so much bad weather lately, too, that logging operations have been halted for the time being, and some uneasiness is evident among manufacturing interests over the timber supply outlook. Much will depend on weather conditions in the immediate future and these will be closely watched by lumber interests, not only here but elsewhere, throughout the Mississippi valley. There has already been some curtailment of manufacturing operations on this account and more is promised if the weather does not soon become favorable for work in the woods.

## The Handle Sells the Ax

It is said that the popularity of American axes in many foreign countries is due more to their hickory handles than to the metal in the bit or the pattern of the tool. Foreign factories can work metal about as well as it is worked in this country, but foreign forests do not grow hickory or any other wood like it. That must come from America. The same observation holds in regard to many slender-handled hammers. Their hickory handles sell them in many foreign markets. This has been shown in numerous instances when attempts to sell the hammers without the handles have been unsuccessful.

# Investigating Wood Utilization

O. T. SWAN WASHINGTON D. C.

The Forest Service [illegible] has charge of the protection of [illegible] forests. Although [illegible] in the Forest Service [illegible] the general public [illegible] and it stands for.

The Forest Service is very [illegible] in its [illegible] Grazing [illegible] permits and [illegible] Lumber operations within those areas are regulated and supervised. Improvements in the way of roads, trails, bridges, and telephones are carried on constantly and in many states. Immense numbers of cattle, horses, sheep, and goats find pasturage on the government forests among the western mountains, where, without regulation, the ranges would soon be ruined through abuse. Streamflow is, in a measure, controlled by protection of the steep slopes, and there is better supply of water for irrigation and other purposes. This work and much additional are carried on in direct relation with the government's own forests; but the study of utilization goes outside of national forests and government timber areas, and comes in direct contact with the people in their factories, shops, mills, and even in their homes. It is concerned with putting wood to its best uses after it has been grown.

The division of the Forest Service which has this work in hand is called "Industrial Investigations." The term is broad enough to include many things, but narrow enough to exclude mere theoretical experimentation. It strikes straight for practical results all the time.

The division is in charge of O. T. Swan, a technically trained timber engineer, and the head office is in Washington, D. C.; but most of the work is done in the field. It is not chiefly office work, because it depends on direct contact with users of wood in all its forms and in all parts of the United States. It is intended to be a sort of clearing house for information concerning the uses of wood: gathering from those who know and furnishing to those who wish to know.

### State Wood-Using Reports

From time to time during two or three years past reports have been appearing, state by state, giving statistics of the various uses of wood in different states. Lumbermen and manufacturers of commodities wholly or chiefly of wood have become familiar with this series of state reports. The latest to be published were those of Ohio, South Carolina, and New York. More than thirty states have been completed, and the series, when finished, will include all the states.

The general public probably does not appreciate the amount of labor required, and the painstaking care necessary to compile such a report. A man who is thoroughly seasoned for the work takes charge of a state; has a list of all wood-users in the state, as far as possible, and he then begins personal work among them, visiting scores or hundreds of them for the purpose of talking with the proprietors in their shops, factories, and mills. There is no long-range work about it. The man who does it is expected to see with his own eyes and hear with his own ears the actual work in wood which he describes in his report. In a city like Chicago or Boston he spends weeks going from shop to shop, from factory to factory, talking with proprietors, foremen, and even workmen about the uses of the various woods. He must explore manufacturing districts, walk miles across lumber yards, water fronts, [illegible] in rural districts, for the means of travel are often inadequate, and the "expert" who is not ready to walk five miles across [illegible] has no business to undertake his [illegible] and he must take practical results in studying the utilization of wood.

The state reports which have been so favorably received by users of wood in all parts of the United States were worked out slowly and laboriously by men who were "in the field" months at a stretch in direct and personal contact with owners and operators of shops and factories that used wood as raw material.

The information acquired in that manner is to be made the basis of a series of supplemental investigations of great interest and importance, which are now under way. Each of the well-defined wood-using industries is taken up separately, and is considered for the whole United States. For example, all the statistics of box factories in the United States are brought together in a single report. It is a complete review of that industry, giving the amount of wood used annually, and the quantity of each kind, with the cost of each per thousand feet, and numerous other matters concerning the manufacture of boxes in the United States. Furniture-making will be taken up in the same manner, and the finished report will show the kinds and quantities of wood demanded by this great industry, the cost of each, and the total cost, and data of various kinds never yet published.

Thus, one by one, according to the announced working plan, will the wood-using industries be studied, until the whole field has been covered from ocean to ocean.

Another series of investigations is also under way. It takes up wood by wood, such as white pine, oak, gum, chestnut, etc., and gives the whole quantity of each used in the country; the quantity of each wood demanded by separate industries, the cost and other matters. It is understood that the first of this series of reports, that covering chestnut, is about ready for publication.

These investigations, like the others, are carried on in factory and forest. Following are some of the specific lines which the men in the field are pursuing:

[illegible] methods of manufacture, seasoning of raw material and general equipment, kilns, etc.

[illegible] to be used.

What improvement has recently taken place in cutting of timber, log[illegible] and care of [illegible]

What species are now left in the forests, being considered unmerchantable?

[illegible] and what qualities especially recommend them for their uses?

[illegible]

[illegible]

What are the [illegible]?

In veneered products, what woods are preferred for cores, and why?

[illegible]

What is the smallest dimension that can be economically utilized by each industry?

What utilization experiments are being carried on by the manufacturers?

What is the estimated per cent of waste in each kind of factory and in what forms is this waste? Per cent of each form?

Are many mills operated under the "convict labor" contract system? If so, state the effect on annual production of lumber and market conditions.

What wood-using industries now undeveloped should be especially encouraged?

What advantages has the region under investigation in the matter of transportation facilities, both rail and water?

Is "driving" or "rafting" practiced on the streams? Are such methods of transportation economical?

What are the principal markets for the wood products of the region?

### Special Use Reports

Another series of reports which is being prepared by the division of Industrial Investigations of the Forest Service is known as "Uses of Commercial Woods of the United States." These differ in several points from the reports by states. They are not statistical, in that they do not deal with quantities and prices. Each report covers only one wood or group of woods, but it includes the whole United States instead of a single state, and it deals with past history as well as with the present. It is a history of the uses in this country of the wood or the woods under consideration, together with the properties which are most valuable in the woods when used for certain purposes.

Three of the "special use reports" have been published to the present time. The first was "Cedars, Cypresses, and Sequoias"; the second, "Pines"; and the third, "Beech, Birches, and Maples." When the series has been completed, it will include all of the important woods of the United States.

### Annual Lumber Cut

Sawmill owners, lumbermen, statisticians, and a large part of the general public have learned to look forward every year to the appearance of the bulletin which announces the annual cut of lumber. When it was stated some months ago that owing to lack of funds the yearly lumber report would be discontinued, there was general disappointment among lumbermen. Fortunately, arrangements have been made to continue the work in part.

These valuable bulletins have been the joint work of the Bureau of the Census and the Forest Service. The Census did the office work, while the Forest Service scouts took to the woods to round up information that was beyond the reach of office work. It is understood that, though funds are scarce, this valuable work will go on, and in some respects it promises to be more interesting than ever, because more in detail. Each mill is now asked to give the exact name of the wood cut, while formerly the information was often so general that it was not wholly satisfactory. This will result in securing more knowledge than ever before concerning the cut of species which have not been reported separately up to this time. Information will also be obtained concerning the common names under which various woods are milled in different parts of the country. It is well known that confusion and uncertainty often result from ignorance of local names of commercial woods.

New work is constantly coming up to be done, and old projects are continued. The range of activities is wide, as must necessarily be the case in a work of a practical nature which keeps pace with progress. A mere enumeration of things undertaken along certain lines will show this. This division of the Forest Service has charge of the collection of statistics concerning the use of wood preservatives in the United States. It has much to do with rules and practices of inspection of timbers and other wood used by the government. It prepared hickory handle specifications for the War Department, Navy Department, and the Isthmian Canal Commission, which regulations designed to secure the use of red or heart hickory and to provide a cheaper yet equally serviceable handle. The navy and the canal commission are using them, and it is said that the War Department will soon do so. They have been adopted by a number of large railroads, and the leading handle manufacturers have heartily approved them.

### Chestnut Blight-Killed Timber

Various bureaus of the government as well as societies and state organizations have been combating the chestnut blight in northeastern states, and large appropriations have been made to assist in curbing the disease. The Forest Service, through the division of Industrial Investigations, got busy, too; but it asked simply, "What can be done with the dead chestnut timber?" That was an intensely practical question. Something ought to be done to prevent the heavy financial loss resulting from dead timber being left to rot. Men were set to work to find uses for it, and probable markets. Manufacturers who could do so were urged to use chestnut, and lists of prospective users, and the kinds they might be able to use, were sent to thousands of owners of chestnut timber. By that means great losses were prevented. It was a case of hunting users for what otherwise would have been waste material. That is really the keynote to the saving of waste—find the man who wants it. That is the practical solution of most waste problems. It is better than the way of the theorist who tries to think out some new use, and is seldom able to get anywhere.

Much of the work relating to blight-killed chestnut has been in direct charge of Jesse C. Nellis, who, representing the division of Industrial Investigations, has made a thorough study of the whole question, not from an office desk, but in the woods and at shops and factories.

### Tight Cooperage Industry

The makers of tight cooperage—barrels for liquids—are now put to it about as hard as any other class of manufacturers to find suitable material. There is still enough to be had, but the quality of the wood must be high, and available supplies are rapidly going. It is well known that the toughest proposition for the stave-maker is the enormons waste which nearly always must be left in the woods.

The problem has recently been attacked in much the same manner as the chestnut blight. John T. Harris was given the job. He is well known to thousands of lumbermen in the Mississippi valley through his work on various state wood-using reports from Canada to Mexico. He knew all about the woods, and his first pass was to go to Arkansas, where they make staves, and he camped for months in the woods among the stave-makers. He took the sensible view that the men who make staves know most about them, and the place to get information was among those men. He was 1,500 miles from his office. His headquarters were temporarily near Womble, where he measured the tops and other abandoned material strewing the ground over hundreds of acres; and he figured out how much of it was suitable for railroad ties, chair stock, barrel heads, and other purposes. He carefully studied the defects in rejected stave bolts, and came to the conclusion that fifty per cent of the loss in that area is due to "water-soak" and "punk," and not more than ten per cent to worm holes.

This instance is cited as an example of the manner in which the work is carried on. The next step will doubtless be to find users for the waste Arkansas oak, if possible. If the stave-maker can sell his left-overs for something, he can utilize more closely and make more money for himself.

### The Waste Problems

Nearly every user of wood has a waste question on his hands. No general remedy has been discovered. The Forest Service's rule of procedure is to find some one who can use what another is obliged to throw away. Unless that can be done, there is no sure way of lessening waste in woodworking. Those in charge of Industrial Investigations have exceptionally good facilities for bringing together the person who has waste material and the person who can use it. Lists of thousands of woodworkers, in many lines and in all parts of the country, afford the means. For example, if a veneer manufacturer has cores of black and Circassian walnut which he cannot dispose of in his business, the natural place to look for a market for them is among manufacturers of firearms, who employ such woods for pistol grips and fore-ends for shotguns; or if vehicle manufacturers have small blocks of hickory left, markets may be found by communicating with makers of small tool handles. If small maple blocks are a waste in a factory, it is important to know where stuff of that kind is useful.

These are some of the lines along which the division of Industrial Investigations of the Forest Service is making itself widely useful. New problems constantly come up, and new solutions are sought. Results are not always wholly satisfactory, but they generally are encouraging.

The name Industrial Investigations occasionally leads to erroneous ideas as to the line of work done. Some suppose the purpose is to investigate various industries to see if they are complying

the Division of Household Investigations, and likewise the Forest Products Laboratory at Madison, Wis., to place their work before the wood-users of this country in a way not possible heretofore. Their exhibits are now being prepared, and while no specific information has been given out as to the precise nature of the exhibits, it may be depended upon that they will be practical and will be prepared with an eye single to utilization.

# William A. Bennett

THE LATE WILLIAM A. BENNETT, CINCINNATI, OHIO.

Cincinnati, Ohio, Sunday afternoon, April 19.

Mr. Bennett had been suffering from kidney trouble with complications but his exceptionally strong constitution had pulled him up weeks after his doctor and friends had given him up for recovery.

He was born in Boone county, Ky., and came to Cincinnati when a young man. He secured a position with the C. W. & S. G. Boyd lumber firm, and while with that concern acquired a considerable knowledge of the lumber business. In 1887 Mr. Bennett and a fellow workman connected with the same concern, formed the firm of Bennett & Witte, which was a partnership. Mr. Witte died in 1899 and Mr. Bennett became the sole owner of the business, which he managed up to the time of his death. Besides being the sole owner of the firm of Bennett & Witte, he was the president of the Ohio National Life Insurance Company. He was an active member of the Chamber of Commerce and a former president. He was a member of the National Wholesale Lumber Dealers' Association and a charter member of the Lumbermen's Club of Cincinnati and its second president. He also was a member of the Business Men's Club. When the company that formerly operated the Haviland hotel of Cincinnati got into financial difficulties, Mr. Bennett was appointed receiver of the property and succeeded so well that the receivership was soon lifted and the company reorganized.

Mr. Bennett leaves a widow and one daughter, Mrs. Raymond Betts, who is manager of the eastern office of the Queen City Silver Company, a branch of the Cincinnati Coffin Company, whose headquarters are New York City. The funeral services were held at the late residence Tuesday afternoon, April 21, with Rev. Chas. F. Goss of the Presbyterian church officiating. The burial was at Spring Grove cemetery. Mr. Bennett all through life had very plain and simple tastes and, as was expected, the funeral services were carried out in the simplest form. Rev. Mr. Goss, who was a [illegible] friend of Mr. Bennett, preached a beautiful sermon, referring mainly to the unseen side of the deceased's life which to those who knew him intimately would fill a large volume, as he was a man of very charitable tendencies whose purse was always open when called upon.

The Lumbermen's Club attended the funeral in a body, C. C. Hagemeyer, president of the club, and T. B. Stone, of the T. B. Stone Lumber Company, being honorary pall bearers. The active pall bearers, most of whom are lumbermen, were as follows: Jas. A. Porter, Ben Bramlage, B. A. Kipp, George M. Morgan, S. W. Richey, Emil Thoman, A. R. Betts, and John Haviland. The club sent a casket spray of white Killarney roses.

All the floral offerings were very handsome and entirely filled the large room where the remains reposed. These were banked around the grave previous to the arrival of the funeral party and it would appear that the handsome mahogany casket was simply submerged among a bower of roses and lilies instead of being consigned to a grave. Mr. Bennett's memory will live long among the friends who knew him and many of Cincinnati's prominent lumbermen will long remember his wise counsel.

### An Inferior Substitute for Ash

[illegible] happened to [illegible] competition with American ash. The timber was cut in New South Wales. It was recently learned that an imitation had been put on the market. It looks like ash, but is in every way inferior to it, and is said to be a species of eucalyptus. The government of New South Wales has taken steps to prevent the palming off of the inferior wood for the ash.

# Studies in Hardwood Distillation

Arthur D. Little, Inc., chemists and engineers, Boston, Mass., has issued a pamphlet which will prove of interest to persons engaged in the distillation of hardwoods. The pamphlet is the work of Dr. L. F. Hawley. Its purpose is to outline certain matters of distillation which are not yet known as well as they should be. There is a series of questions remaining to be answered, but to answer them, further investigations will, in most cases, be necessary; yet they are practical questions and they concern the industrial distillation of hardwoods.

One of the matters is the variation in yield from different woods. This has never been given proper consideration. In this country the usual raw material consists of mixtures of different species of hardwoods in various unknown proportions, depending upon the natural occurrence of these species in the forest from which the supply wood is obtained. Beech, birch and maple usually predominate, but there are others. Which woods are most valuable, if they can be bought at different prices?

Of course in a plant already established this question would probably not be of importance because it is likely to have only one certain mixture of species available and it is doubtful whether sorting of the species would be practicable. But in establishing new plants a consideration of the species available and their relative costs is very important. For instance, the question might arise, "Which is the most favorable source of raw material, tupelo at $2 per cord or birch at $2.50?" The solution of this question would depend almost entirely upon the value of the products per cord from the two classes of material, since the cost of distilling the wood and refining the products would differ only slightly. It would therefore be necessary only to determine the yields per cord from each of the two species and find whether the difference in the value of the products made up for the difference in cost.

However, in comparing two species which differ considerably in weight per cord, it would be necessary to consider also the difference in cost of distilling the wood and refining the distillate. For instance, in comparing oak (weight per cord with 15 per cent moisture about 4,300 pounds) with red gum (weight per cord with 15 per cent moisture about 3,300 pounds) it can be seen that more heat would be required to distil a cord of the former and, assuming the same percentage of pyroligneous acid, 40 per cent, in both cases, there would be 400 pounds pyroligneous acid per cord to refine in the case of the oak. In distilling the wood the extra fuel would be the only added expense, but in refining the distillate there would be required an increase in capacity of the refining apparatus as well as extra fuel. In comparing the values of two species which differ in weight it is therefore necessary to take into account other things besides just the yield of products and the cost per cord.

A very similar study is the determination of the relative value of different forms of material from the same species. This question has never been completely solved. There is variation in yield from different parts of the same tree. That question would come up in its practical form in a plant built to distil sawmill waste. What should be the limit in size of limbs and slabs to be distilled? In that case the comparative cost of handling the different sizes of materials would be important.

Among other questions which can be satisfactorily determined only after more study is that relating to the moisture content of the wood; how dry it is. The more moisture in it, the more heat is required to distil the material.

The increased moisture content may increase the length of time required for distillation and therefore reduce the capacity of the retorts; the extra water in the pyroligneous acid requires enlarged refining apparatus; and finally, the yields of acetic acid are inversely proportional to the amount of water in the wood. In determining the optimum moisture content of the wood at any particular plant it would be necessary to balance the cost of drying against the gains due to saving of fuel, to increase of capacity of distilling and refining apparatus, and to increase of yields. This study would require a large amount of both experimentation and calculation.

Then the question comes up as to the effect of the temperature on the yields. Dr. Hawley says that it is generally understood that slow distillation improves the yield of valuable products, but there does not seem to be any definite conception of how much of an effect can be produced in this way. This lack of information is probably due to the fact that most forms of commercial apparatus are designed for distillation under certain definite conditions, and it is difficult to vary these conditions to any great extent.

It is declared that the commercial yields of the acetate of lime are only 65 per cent of what the wood is capable of furnishing. Would it be advisable to attempt to attain this increased yield at the necessary extra expense?

There is opportunity to economize heat in refining. At present about 250 per cent of heat is used to do 100 per cent work. Could not the heat be made to do more work, by using the same heat for different processes?

There are valuable products lost in the tar and others lost in the escaping gases. It is suggested that some of this waste can be recovered, provided it will pay to do so; and that is another matter needing further investigation.

## Baltimore Exporters Not Encouraged

Any impression that the foreign trade had undergone a positive improvement in the last six weeks, which might have gained currency in the trade, will be very emphatically dissipated by a study of the figures for March as compared with those for the corresponding month of 1913. These figures demonstrate plainly that the tendency in the direction of a curtailment in the forwardings to foreign countries which was a feature of the trade during the greater part of last year is still in progress, and reflection will show that if the decline is no greater it may be attributed to the fact that having continued for so long, there is less room for a contraction than was the case before. The real significance of the showing lies in the fact that a further recession has taken place, and that as yet there is no convincing evidence that the trend toward a narrowing movement has been halted. Oak lumber is again in the lead with a decline of nearly fifty per cent, or from 2,174,000 feet in March, 1913, to 1,147,000 feet last month. But hickory logs are not far behind, with a shrinkage from 275,000 feet to 174,000 feet. In walnut logs there was a gain, and the classification of "all other logs" makes a better exhibit than might have been supposed. But with regard to walnut logs it is to be said that stocks on the other side are reported to be very large, with prices unremunerative, and a holding back of shipments is earnestly urged. Poplar dropped from 279,000 feet to 92,000 feet, leading all other woods in the extent of the decline in so far as percentage is concerned, and bearing out the reports received here to the effect that the accumulations on the other side are large and that interest of buyers is at a low ebb. In some items a gain is disclosed, but they do not cut a big figure in the trade, the effect of the statement as a whole being to impose caution upon the exporters. The figures are as follows:

| | 1914. | | 1913. | |
|---|---|---|---|---|
| | Quantity. | Value. | Quantity. | Value. |
| Logs, Hickory | 174,000 Ft. | $ 5,975 | 275,000 Ft. | $ 8,585 |
| Logs, Oak | 8,000 Ft. | 350 | 39,000 Ft. | 1,365 |
| Logs, Walnut | 218,000 Ft. | 12,940 | 184,000 Ft. | 11,660 |
| Logs, all others | 128,000 Ft. | 5,388 | 71,000 Ft. | 1,625 |
| Lumber, Oak | 1,147,000 Ft. | 37,156 | 2,174,000 Ft. | 68,010 |
| Lumber, Poplar | 92,000 Ft. | 4,667 | 279,000 Ft. | 10,004 |
| Lumber, Spruce | 50,000 Ft. | 1,875 | | |
| Lumber, all others | 408,000 Ft. | 21,110 | 472,000 Ft. | 21,870 |
| Shooks, all others | | | 2,646 | 4,021 |
| Staves | 41,750 | 1,728 | 27,350 | 3,306 |
| Headings | | 380 | | |
| All other kinds of lumber | | 7,449 | | 9,703 |
| Doors | | | | |
| Furniture | | 2,228 | | 1,092 |
| Trimmings | | 50 | | 127 |
| All other manufactures of wood | | 33,049 | | 28,411 |

# Utilizing Veneer Waste

and precautions necessary for reducing the quantity of waste than it is to devise other ways and means for utilizing waste after it is made, and converting it to some good purpose.

waste, or rather the entire quantity of waste between the log and the available veneer product, and between the available veneer product and the finished veneered article. Perhaps the general average will

veneer, and then about 33⅓ per cent of waste in the available veneer product when it comes to working it up and utilizing it for face veneer or in the making of built-up lumber.

This is merely suggested as a possible tentative average to get at

saving waste by preventing it.

One set of tabulated figures in the hands of the writer at present, taken from a rotary veneer cutting plant in operation, shows logs used during a day's run to the total of 45,000 feet, and an available

This would be a waste of

compared to the original log scale, but if figured in comparison with the

The waste in this instance is figured on the basis of board measure feet in logs as a starting point. Then the thickness of veneer is multiplied to get the inch thickness of boards. For example, ¼ of an inch thick requires four times the quantity surface measure to make 1,000 feet board measure.

This waste becomes even more startling when it is considered that the board measure scale is calculated to allow something like 25 per cent of waste. That is it allows for the sawdust and slabs, which

The thing to do is to face this waste in its full measure and then before seeking ways and means to market it advantageously, see how much of it can be prevented by proper manipulation.

The first question in a proposition of this kind is, what makes the waste, how does it come in? The veneer machine presumably makes no kerf, that is, no sawdust; consequently it should turn out a measure practically equal to the full solid contents of the block. It is easy, however, to see that it doesn't. Figures of different mills at different times may vary materially in the totals and the percentage of waste, but all of them, all the time, show that there is a waste, that notwithstanding the allowance for sawdust in log scale measurements, the veneer product will never measure up to the board measure scale of the logs.

The investigation as to what causes this loss shows at least four different channels. The first and most noticeable one is the cores left in the veneer machine. The second on the list is end waste, the extra length of block allowed in cutting to length for trimming the veneer sheets to uniform dimensions. Third, we have waste incident to rounding up blocks and getting them to a shape where they will

of cores. The cores or center pieces left in the rotary veneer machine ordinarily vary in size from six to ten inches. Perhaps eight inches would be an average, though much depends upon the nature of the

and the length of the

machines and chucks in use.

Down in Florida where lots of pine is worked into orange box stock and light package material, small machines are used working on short blocks, and the core pieces seem to vary in size from four to six inches. Large cores are very rarely seen in pieces of this kind. Turn from that, however, to a veneer plant cutting door stock and other large dimensions in veneer and one may find lots of cores nine and ten inches in diameter, sometimes as large as twelve inches. This is because it takes heavy machines and large chucks to hold the blocks and cut this class of veneer.

There is a way to save some of this core waste, and the veneer manufacturing trade is beginning to turn more attention to it. The simplest, and so far the most practical proposition for saving in the core waste, is to use some smaller machines for rehandling the cores and getting as much good veneer out of them as practical.

The way this matter is handled at one progressive plant in the South is to take the cores immediately from the big machines to a smaller machine and work them down while they are still warm. If the big machine is cutting short blocks, the core may go immediately from one machine to the other. If the blocks of the big machine are too long to go into the small one, or if the ends have been battered up with the chucks, the ends are trimmed off to solid wood, making the block somewhat shorter. If the blocks from the big machines are of extra long length they are cut into two short blocks, then swung into the small machine and worked down to a very small core. A big swing cross-cut saw serves to do the end trimming and the cutting of the blocks in two when necessary, and with this arrangement quite a lot more of the available veneer product is obtained than would be practical without it. Occasionally in the working of a sound log that is small originally, the little machine may get practically as much good veneer from the core as was secured primarily from the block by cutting on the big machine. Indeed there are many instances where the small machines get some excellent product from the cores. In other cases the product from the cores will not make a good face veneer—it makes fillers and backs and can be utilized to better advantage than it is possible to utilize the core in any other way. There has been enough experimenting along this line to demonstrate that it is quite practical to materially reduce the core waste in veneer making by the use of small machines for handling the light blocks and for handling the heavy cores from the larger machines.

End waste comes from the allowance made in the length of veneer blocks for trimming. It is pretty much the same allowance that is made in cutting saw-logs, with the difference that it is made oftener because the average veneer block is only about ¼ the length of the average saw-log. The end allowance is practically the same so that in working up timber into veneer blocks there is four times the waste in end trimming that there is in the sawmill for trimming purposes.

Two general plans suggest themselves for closer utilization there. One is to take more pains in the work of cutting logs into blocks and reduce this allowance for end waste by closer manipulation. The other idea which suggests itself is to dispense with the core knives used for trimming the ends of veneer sheets which will permit using shorter blocks, and do the end trimming with saws after the veneer stock is dried. It ought to be practical, by a little exertion along the line of closer utilization, to materially reduce the amount of this end waste.

Some waste incident to rounding up a log or block in the veneer machine, or slab waste as we might term it, can be eliminated in many plants by the exercise of more care in centering blocks. Where blocks

are carelessly centered in the machines there is an unnecessary amount of this slab waste. Where they are carefully centered and the waste is heavy because the block is not round originally we have a form of waste that is practically unavoidable. It may be practical in many instances to save this and work it into dimension veneer and utilize in the veneer work itself quite a lot that ordinarily goes into the wood pile.

The waste incident to defects in the block and in cutting is a waste that depends partly on the skill of the operator and the condition of the machine and partly on the nature of the timber being worked. Given a good sound block and machine in good condition with a sharp knife, there should be very little waste incident to damage in cutting. Perhaps the heaviest waste in cutting comes from blocks splitting before they are worked down. This may be checked a little by careful handling. The general proposition of reducing waste under this head involves the use of good machinery operated only by skilled, competent men supervised by a foreman who will insist upon the machines doing their work right and getting as much good stock as possible out every block.

What is true of the veneer cutting end is equally true of the veneer using. There is waste in using veneer as well as in cutting it. It will probably average from twenty-five to thirty per cent and may go as high as fifty per cent in some instances. It will never be possible to entirely prevent waste in this work, but it should be practical to reduce the amount of waste through the exercise of care and thoughtfulness in selecting and working veneer.

Part of it is a matter of selection and of fitting veneer to the work and part of it is a matter of closer manipulation just as in the case of the end waste and the core waste. In trimming veneer and in making up panels allowances are made for end trimming and for side trimming, for cutting to exact size, and sometimes these allowances are made with such a liberal hand that they unnecessarily increase the waste. More care in the work and closer manipulation will reduce this materially, and thoughtfulness and care in cutting and trimming veneer will make it practical to use a fair percentage of trimmings from one job on another and thus utilize material that otherwise goes to waste.

So both in the making and in the using of veneer there are many opportunities to use up the product closer and reduce the item of waste, and after all is said, this is the best utilization that can be devised for veneer waste, and it holds generally for wastes of all classes and kinds. J. C. T.

# Pertinent Legal Findings

### CONTRACT NOT REQUIRED TO BE IN WRITING

A contract employing a real estate broker to procure an option on land to be purchased for use as a lumber yard, is not such agreement as is required by the laws of Indiana to be reduced to writing and signed by the employing owner.—(Indiana Appellate Court, Pierson vs. Donham, 104 Northeastern Reporter, 606.)

### COLLECTION ON FREIGHT CHARGES

A railway company may lawfully discriminate between shippers by requiring one to pay freight charges cash in advance, and by extending credit to another, and is not liable for damages resulting to a shipper through refusal to accept his checks in payment of freight charges.—(Texas Court of Civil Appeals, Eagle Pass Lumber Company vs. Galveston, Harrisburg & San Antonio Railway Company, 164 Southwestern Reporter, 402.)

### LIABILITY FOR PERSONAL INJURY

A lumber company is not liable for injury to an outsider sustained while assisting an employe in doing something beyond the scope of the latter's duties.—(Kentucky Court of Appeals, Kentucky Lumber Company vs. Meholm, 164 Southwestern Reporter, 84.)

### RIGHT TO ENFORCE MATERIALMAN'S LIEN

Must lumber or other building material ordered for a building be actually used in the structure in order that the seller may enforce a mechanic's lien to secure payment of the agreed price? The decisions of the highest courts of the several states on this important question are at variance. For instance, the courts of Alabama, Connecticut, Illinois, Indiana, Kansas, Maine, Michigan, Missouri, Montana, New York, North Carolina, Oregon and South Dakota have decided that actual use of the materials is necessary, while the courts of Colorado, Iowa, Maryland, Minnesota, Nebraska, New Jersey, Ohio, Pennsylvania, Tennessee, Texas and Wisconsin have taken the opposite view. And in those states where actual use of the material is required, it is a rule that they must be incorporated in the structure as a permanent part thereof—that there can be no lien for lumber furnished for temporary use as a scaffolding or for concrete forms. But there are decisions upholding the statement that, after lumber has been delivered on a building site, the builder's abandonment of the work does not defeat the materialman's right to a lien against the premises, especially if the materials were specially prepared for the job. It has been further held in a Minnesota case that the fact that a contractor wastes material in erecting a building does not defeat a lien against the premises for the value thereof.

According to a Maine decision, if a buyer of lumber represents to the seller that the material is to be used in a certain building, and it is actually used in another, the seller is entitled to enforce a lien against the latter building. But the Iowa Supreme Court voices a general rule in its decision that the materials for which a lien is claimed must have been furnished for the particular building against which the lien is sought, and that, where a contractor obtained materials ostensibly for one building, when they were in fact intended for another, no lien could be enforced against the first mentioned property.

### ARBITRATION OF FIRE INSURANCE CLAIM

On arbitration of a claim for loss under a fire insurance policy, an award decreed by the arbitrators is conclusive against the parties, if made in good faith. (United States Circuit Court of Appeals, Third Circuit; Commercial Union Assurance Company vs. Dalzell, 210 Federal Reporter, 605.) But the award will be vitiated by failure of the arbitrators to properly discharge their duties. (United States District Court, Northern District of New York, J. E. Davis Manufacturing Company vs. Firemen's Fund Insurance Company, 210 Federal Reporter, 653.)

## February Imports and Exports of Lumber

The imports and exports of lumber and other forest products make an unsatisfactory showing when compared with figures of a year ago. Those for February, 1914, are the latest that have been published by the Bureau of Foreign and Domestic Commerce. Both imports and exports are much below what they were in the corresponding month of 1913. The statistics of imports follow:

| | Feb. 1913. | Feb. 1914. |
|---|---|---|
| Mahogany, feet | 4,825,000 | 6,151,000 |
| Sawed lumber, feet | 49,507,000 | 39,447,000 |
| Wood pulp, pounds | 101,831,900 | 81,445,370 |
| Total value | $2,272,915 | $2,495,726 |

The exports for the corresponding month of the two years are shown below:

| | Feb. 1913. | Feb. 1914. |
|---|---|---|
| Hewed and sawed timber, feet | 35,371,000 | 18,074,000 |
| Lumber, feet | 206,787,000 | 149,049,000 |
| Furniture value | $608,052 | $428,134 |
| Total value | $6,552,393 | $4,463,031 |

The imports of February, 1914, were ten per cent less than those of the same month in 1913; and the exports for the same period declined twenty-two per cent.

# New Tennessee River Barge Service

[illegible] [illegible]

[illegible] [illegible]

The plan was given [illegible] organization of the Decatur Navigation Company [illegible] creased tariffs between [illegible] [illegible] These were instituted [illegible] Nashville Railroad, while on April 1, 1914, the Southern Railroad increased its tariffs two cents per hundred pounds from Decatur to similar points, thus effecting an increase over a rate which had already been protested as being excessive. This now establishes a rail rate between Decatur and Cincinnati of 18 cents, and between Decatur and Louisville of 15 cents, putting Decatur on a higher base rate than any other point between Chattanooga and Memphis. The two latter cities now enjoy a 5 cent lesser rate over Decatur to Cincinnati, while to Evansville, Louisville and down-the-river points Memphis is benefited to the extent of 7 cents.

[illegible] hauling proposition [illegible] at Decatur with tim- [illegible] territory along the Tennessee river. This was the original purpose of the Decatur [illegible] pany, the operating [illegible] several steamers and a [illegible] of first-class character, and in competition with the already established barge line on the Tennessee river the company has been doing a considerable business.

ILLUSTRATING ROUTE OF NEW TENNESSEE BARGE LINE

The actual possibilities lying dormant in the barge line have been realized for some time by the officers of the company, which, while organized by Mr. Hitt and his associates, is an absolutely independent corporation from the H. H. Hitt Lumber Company, operating under separate charter, and having as its only connection with that concern officers who are also closely identified with the H. H. Hitt Lumber Company.

The greatest drawback to the development of the idea of the barge line drawing from various points on the Tennessee river to Louisville, Paducah and Cincinnati (thus establishing a straight connection at a materially reduced rate to northern points) has been the attitude of railroads drawing upon the territory from which the Decatur Navigation Company would receive its cargoes other than lumber. The railroads have evidently favored the already established company to the extent of refusing a combination of schedules on through shipments arriving over their lines. They have contended that the granting of combination schedules to two competing lines

It will readily be seen that this combination of rates effectually cut out Decatur and contiguous territory from shipments to Chicago and northern markets via rail.

From this combination of facts it became evident that if the total through-rate to northern points could be reduced materially, Decatur and contingent territory would be able to compete successfully with any other southern points for northern territory. As a result the Decatur Navigation Company has issued comprehensive tariffs which are based on a close calculation of cost of operation and time consumed en route.

Decatur, in the schedule furnished by the Decatur Navigation Company, will now be able to ship lumber and other products from that city to Louisville for 9 cents, and from Decatur to Cincinnati for

12 cents, making a straight reduction of 6 cents to Louisville and 6 cents to Cincinnati, or $2.70 per thousand feet of oak lumber, as against prevailing rail rates. With proportionate cuts in charges to other points South and West, the vast importance of this undertaking can readily be appreciated. The same rates apply on other articles taking the same classifications, such as dressed lumber, ceiling, flooring, base boards, moulding, wainscoting, and casing, the rates being based on minimum barge-loads of 200,000 feet.

The tariff itself is known as I. C. C. No. 1, issued April 7, 1914, effective May 14, 1914, from Cincinnati to Louisville, Ky., to points on the Tennessee river, and on lumber from Decatur, Ala., to Cincinnati, O., and Louisville, Ky. The tariff is governed except as otherwise stated in the tariff itself, No. 40 I. C. C. No. 19, issued March 7, 1914, effective April 20, 1914, by W. R. Powe, agent, supplements thereto and re-issues thereof.

W. P. Tingley, traffic manager of the Decatur Navigation Company is responsible for the promulgation of these tariffs. The other officers of the company are H. H. Hitt, president, and William R. Burch, vice-president.

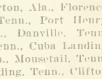
As stated, the chief difficulty in developing this plan has been the attitude on the part of those railroads in a position to furnish freight for water shipments via the Tennessee river. The old barge line has enjoyed a practical monopoly because of its connecting tariffs accepted by the railroads, and as a result of this monopoly its service has been poor and its schedule is not designed to meet the best interests of the shippers at the various river points. As a consequence there has been a very material public demand for the organization of the Decatur Navigation Company on a comprehensive plan, and this company is already assured of enough freight to take care of any empty barges returning from receiving points to which lumber cargoes have been shipped. It has heretofore been taking freights in a local way, and as a matter of fact, the company has even under present unfavorable conditions been a paying proposition.

There is every reason to believe that if the Interstate Commerce Commission grants the company's petition for joint rates with the railroads, it will be enabled to take over a considerable portion of the business now enjoyed under monopoly by the competing company. This will unquestionably result in much better service and the ultimate establishment of sufficient wharves along the river to make possible a strict adherence to comprehensive schedule embracing various river points. This ultimate arrangement of through tariffs will eventually effect a saving to receivers of freight in Decatur and other Tennessee river points from points on the Ohio river, of from 25 to 40 per cent. Hence, it is entirely reasonable to suppose that full support will be given the new line. The competing company it is understood does not operate on a comprehensive schedule except upon purely local shipments.

The towns which will be affected by the re-arrangement of river shipments will be as follows:

Altona, Ky., Gilbertsville, Ky., Birmingham, Ky., Fenton, Ky., Redden, Ky., Blood, Ky., Hamlin, Ky., Knight, Ky., Hymon, Ky., Johnsonville, Tenn., Beechcut, Tenn., Brevard, Tenn., Packer, Tenn., Brodnax, Tenn., Perryville, Tenn., Sandy, Tenn., Warfield, Tenn., Yarbors, Tenn., Glenkirk, Tenn., Pt. Pleasant, Tenn., Cravers, Tenn., Coffee Landing, Tenn., Crump, Tenn., Hamburg, Tenn., Pickwick, Tenn., Riverton, Ala., Florence, Ala., Decatur, Ala., Guntersville, Ala., Wilkesburg, Tenn., Port Henry, Tenn., Moltke, Tenn., Bayne, Tenn., Mobley, Tenn., Danville, Tenn., Whifer, Tenn., Cloud, Tenn., Clydeton, Tenn., Dixie, Tenn., Cuba Landing, Tenn., Daniels Landing, Tenn., Densons Landing, Tenn., Mousetail, Tenn., Webb, Tenn., Cedar Creek Landing, Tenn., Peters Landing, Tenn., Clifton, Tenn., Swallow, Tenn., Saltillo, Tenn., Cerrogordo, Tenn., Savannah, Tenn., Pittsburg Landing, Tenn., Pyburns, Tenn., Walnut Grove, Tenn., Smithonia, Ala., Lambs Ferry, Ala., Hobbs Island, Ala., Bridgeport, Ala.

# The Largest Timber Seller



A new agent in the timber business has appeared in recent years. It is the United States Government. It is the largest owner of standing timber, and from appearances it will soon become the largest seller. This does not mean that the government owns more timber than all other parties combined, or that it will ever sell more than the combined sales of others; but no private person or corporation owns more, and before many years none will sell more.

The government is a believer in advertising. It proceeds on the theory that if a thing is for sale, the fact ought to be made known to prospective buyers. Timber in the national forests is not to be locked up and kept like a miser's hoard, but is to be marketed whenever it can be done to advantage. The method under which this is done is calculated to disturb as little as possible the timber market. Uncle Sam is not giving his trees away. He acts just as a business man would, and secures as good a price as possible. When a sale is to be made, the lowest price that will be considered is advertised. This is to save prospective purchasers the trouble of filing bids so low that there is no chance of their acceptance. Above that minimum price, competitors are free to bid as high as they please.

The Forest Service has mailed to practically all the sawmill owners in the United States a brief statement of the terms of sale, and the advantages in buying timber from the government. The statement is well worth studying, and is given below:

"The national forests contain nearly 590 billion feet of merchantable stumpage. The mature timber, which constitutes a large part of the total stand, is for sale. The more accessible bodies may be purchased in blocks of practically any desired size up to 100 million feet. Less accessible stumpage which requires a large investment for the construction of transportation facilities may be purchased in larger quantities of sufficient size to justify the investment in improvements. Applications up to one billion feet will be approved if the investment required necessitates the purchase of a body of that size under one contract.

"The procedure for purchasing national forest timber is extremely simple. Applications specifying the amount, species, and general location desired may be sent to the offices of the Forest Service at Washington, D. C.; Chicago, Ill.; Missoula, Mont.; Denver, Colo.; Albuquerque, N. Mex.; Ogden, Utah; San Francisco, Cal., and Portland, Ore. Advertisement at a fixed minimum price is required by law for at least thirty days. The timber is then awarded to the highest bidder and the sale completed by execution of the contract stating the amount and location of the stumpage, the stumpage rates, and the conditions under which the timber shall be removed.

"The contract requirements have been prepared by practical lumbermen and perfected by the experience gained in the administration of several thousand sales. They are adapted to the local conditions as to topography, size of the timber, and logging methods. That they are eminently practical is demonstrated by the fact that some 375 million feet are cut each year under these requirements by lumbermen all over the West.

"Sufficient time is permitted for the removal of the amount purchased under local conditions of logging and manufacture. The time is gauged, however, to require continuous operation at a reasonable rate and does not permit the holding of stumpage for speculative increases in value. The timber to be cut is designated by the forest officers. Either clean cutting, or partial cutting, taking from 70 to 80 per cent of the stumpage, is employed, depending upon the character of the timber and the best methods of securing new forest growth. Simple precautions are required to protect the uncut timber and young growth, and the disposal of slash by burning, either with or without piling, is necessary.

"These requirements may increase the cost of logging from 50 to 75 cents a thousand feet over the usual cost on private holdings. The difference is always considered in appraising the value of the stumpage. Furthermore, an operator who buys National Forest timber has to make practically no investment at the outset for his stumpage, has no carrying charges for interest or taxes, and incurs practically no fire risk. He is required simply to pay for the timber as it is removed in advance deposits, which represent usually but the value of a month and a half's cut.

"These are obvious advantages, particularly when extended over an operation of ten or fifteen years. As private stumpage is cut out in many of the old lumbering centers, operators will find, in the timber on the national forests, new opportunities for manufacture under advantageous conditions."

SALES MANAGER LAMB-FISH LUMBER COMPANY

W. F. BURKE, VICE-PRES. AND GENERAL MANAGER LAMB-FISH LUMBER COMPANY

GEORGE LAMB, TRAFFIC MANAGER LAMB-FISH LUMBER COMPANY

# Remarkable Shipment of Red Gum

[illegible] was recognized [illegible] for various purposes [illegible] before its merits were realized on this side of the water. In fact, the foreign demand for red gum has always been a decided feature to be reckoned with in the production of that wood, and this demand seems to hold up consistently even during such times as prevail at present.

The market abroad has not been a local one, but has rather embraced [illegible] and as a result has benefited to a great deal, so that gum is now a recognized wood as far south as Egypt. In fact, one of the most remarkable, if not the most remarkable, shipments of red gum which has ever been delivered, has just been consigned by the Lamb-Fish Lumber Company to parties in Alexandria, Egypt.

At the bottom of this page is reproduced a photograph showing a trainload of thirty 40-foot box cars containing 541,000 feet of red gum. This train was made up at the Charleston, Miss., mill of the Lamb-Fish Lumber Company, being loaded expeditiously and finally left that point at 7 p. m., April 15, via the Yazoo & Mississippi railroad, arriving at Memphis, Tenn., Thursday, April 16, at 4 a. m. Here the train was shunted around and finally taken away via the Louisville & Nashville railroad, leaving Memphis at 1 p. m., April 16, arriving Nashville at 7 a. m., April 17, leaving same day at 8:35 a. m. for Pensacola, Fla., where it arrived at 3 o'clock in the afternoon of April 18.

The Lamb-Fish Lumber Company had chartered a special steamer to take care of the shipment which was immediately loaded and cleared for Alexandria, Egypt.

This is the largest single shipment of this kind of lumber ever made, and the unique features which it represented were duly appreciated by the daily press in the various cities through which it passed, such as Memphis, Nashville, Birmingham, Montgomery, Pensacola and others.

An order of this size and character cannot but have a beneficial effect upon the red gum trade as a whole, as it constitutes exceptionally valuable advertising for red gum lumber. The shipment seemed so unique in character that HARDWOOD RECORD secured the photograph reproduced below in order to give a more definite idea as to just how much this batch of lumber represented in actual cubic contents.

American red gum lumber is gaining much popularity in Beirut and its importation is increasing, but slowly. Red gum preferred there is of a pure red color, cut from old trees. The desired thickness runs from one-half to two inches. The preferred width seems to be from ten to twenty-two inches while lengths of from ten to eighteen feet are commonly used. The prices paid there range from $60 to $65 per 1,000 feet c. i. f. Beirut, payment cash, against bill of lading, with two per cent discount.

REMARKABLE SHIPMENT OF RED GUM LUMBER 541,000 FT. LEFT LAMB-FISH LUMBER COMPANY'S MILL

# The Mail Bag

Any reader of HARDWOOD RECORD desiring to communicate with any of the inquirers listed in this section can have the addresses on written request to the Mail Bag Department, HARDWOOD RECORD, 537 South Dearborn Street, Chicago, and referring to the number at the head of each letter and enclosing a self-addressed stamped envelope.

### B 715—Wants Dimension Stock

Deshler, O., April 16. Editor HARDWOOD RECORD: We are in the market for the following material and would thank you to advise us if it would be possible for you to get this list to your subscribers.

National Hardwood Lumber Association inspection rules to govern. Inspection to be made at Deshler, O. Prices quoted on this material should be for material delivered on our plant in Deshler, O. Terms 60 days or 2% 10 cash 10 days after arrival and inspected.

SAND BOARDS

| | | |
|---|---|---|
| 200 pcs. | 3"x8"x4' | 4 4 |
| 1,250 pcs. | 3"x8"x4' | 4 4 |
| 3,800 pcs. | 4"x8"x4' | 4 4 |
| 100 pcs. | 4"x8"x4' | 4 6 |
| 200 pcs. | 4"x8"x4' | 4 8 |

Above lengths or multiples.
Must be tough, straight grained and free of defects.
White oak, black or shell bark hickory, no pecan or bitter hickory accepted.

FRONT BOLSTERS

| | | |
|---|---|---|
| 150 pcs. | 3"x8"x5' | 4"2" |
| 150 pcs. | 3"x8"x5' | 4"5" |
| 2,350 pcs. | 3"x8"x5' | 4"7" |
| 400 pcs. | 4"x8"x5' | 4"2" |
| 500 pcs. | 4"x8"x5' | 4"5" |
| 100 pcs. | 3"x8"x5' | 4"6" |
| 250 pcs. | 3"x8"x5' | 4"6" |
| 1,200 pcs. | 3"x8"x5' | 4"6" |

Above lengths or multiples.
Must be tough, straight grain and free of defects.
White oak, black or shell bark hickory, no pecan or bitter hickory accepted.

BACK BOLSTERS

| | | |
|---|---|---|
| 150 pcs. | 3"x10"x5' | 4"2" |
| 150 pcs. | 3"x10"x5' | 4"5" |
| 2,100 pcs. | 3"x10"x5' | 4"7" |
| 150 pcs. | 3"x10"x5' | 4"2" |
| 100 pcs. | 3"x10"x5' | 4"5" |
| 100 pcs. | 3"x10"x5' | 4"6" |
| 250 pcs. | 3"x10"x5' | 4"6" |
| 1,050 pcs. | 3"x10"x5' | 4"6" |
| 100 pcs. | 3"x10"x5' | 4"6" |

Above lengths or multiples.
Must be tough, straight grain and free of defects.
White oak, red oak, hard maple.

AXLES

| | | |
|---|---|---|
| 500 pcs. | 4 x5 | 5½ or 6 ft. |
| 3,000 pcs. | 4 1/4x5 1/4 | 5½ or 6 ft. |
| 500 pcs. | 4½x5 3/4 | 5½ or 6 ft. |

Above lengths or multiples.
Must be tough, straight grain and free of defects.
Black or shell bark hickory, no pecan or bitter hickory accepted.

COMPANY

### B 716—Wants Information as to Adhesion of Bark

Urbana, Ill., April 20.—Editor HARDWOOD RECORD: I wish information on the following points: Am having considerable lumber sawed from oak and elm logs and have been considering building a summer cottage, using for the siding the slabs from these logs. What I wish to know is, would the bark stay on for any considerable length of time? If so, is there any difference in this respect in the different woods? Is there any special treatment which would tend to make the bark stick on for a longer time? Would it be all right to use the slabs when green?

This concern has been advised that in the opinion of HARDWOOD RECORD it would not be wise to use the slabs with the bark on. A considerable amount of small timber has been used in connection with summer cottages but it was in the round and with the bark on intact. In order to preserve them intact for any length of time they are creosoted right over the bark. The advantage in this is that the bark completely circles the logs and if it loosens it would not be apt to fall off readily. On the other hand, in connection with slabs there would be a greater opportunity for insects to get under the bark and loosen it. Furthermore, it would be more apt to loosen through weather conditions and physical impact of various kinds. It is the opinion of HARDWOOD RECORD that there is no difference in the adhesive qualities of the bark of the two woods.

HARDWOOD RECORD would appreciate suggestions from any one having ideas along this line.—EDITOR.

### B 717—Wants White Oak, Hickory and Ash Dimension

Lincoln, Neb., April 20. Editor HARDWOOD RECORD: Can you put us in touch with concerns who would be in position to get out pieces of the following sizes in either plain white oak, hickory or ash. Four pieces 1¾"x3½", 7', two pieces ¾"x3¾", 8', one piece 3"x3½", 7'. These are all finished sizes after being surfaced four sides, and must be straight grain stock. The material runs in sets as given above and it is possible that from two to three hundred sets will be needed.

COMPANY

### B 718—Manufactures Mangle Roller Blocks

HARDWOOD RECORD published in a recent issue a requirement of an eastern concern for mangle roller blocks and found some difficulty in locating manufacturers of that article. This office is just in receipt of the following letter which may be of interest to some of our readers.—EDITOR.

Coudersport, Pa., April 18.—Editor HARDWOOD RECORD: Your letter to the Telescope Cot Bed Company, 514 W. 57th street, New York City, was forwarded to us for attention as we are interested in this company.

We wish to say that we are the oldest and largest firm in the United States in the manufacture of mangle rollers blocks of all dimensions, and supply some large manufacturers during the year. We usually carry quite a large assortment of this material in stock. However, we wish to say that it would be impossible for any manufacturer to carry a full line of same.

We manufacture mostly upon orders, usually having our orders from six months to one year in advance. We have had several small competitors in our day, but the product has been handled very closely.

Any information that you may convey to any of your clients, we would gladly give them our attention concerning same.

COUDERSPORT MANGLE ROLLER MANUFACTURING COMPANY, INC.

### B 719—Wants to Prevent Hickory Handle Blanks from Cracking

Torrington, Conn., April 17.—Editor HARDWOOD RECORD: Would it be possible for you to advise how to prevent the large sizes of hickory, such as 4 inches and 4½ inches, from cracking? We use these large sizes in the manufacture of our mallets, and very often a number of pieces are cracked so badly that it is impossible for them to be used, and this of course means quite a loss to us.

All this lumber is sawed outside the heart, and we are wondering if you have some idea of a process that the lumber could be put through to prevent this loss in checking. Any information that you can give in this line will be greatly appreciated.

COMPANY

The writer of the above letter has been told that the process of steaming has been very successfully used in preventing checking and

LESTON, MISS., 7 P. M., APRIL 15.; ARRIVED PENSACOLA, FLA., 3 P. M., APRIL 18, FOR SHIPMENT TO EGYPT

B 721. Want Information as to Holly

The writer of the above letter has been given the names of several large manufacturers of this stock, and others interested can have the name and address on application to this office.—EDITOR.

B 722.—An Opportunity for Export

The following list shows items in which the readers of your paper will probably be interested. Any information you can give me will certainly be appreciated.

Stairs, lumber, rough pine, rough spruce, pitch pine flooring, stair cases, spruce baseboards and door casing, doors, window sash, door and window frames.

B 723. Wants Market for Dogwood Shuttle Wood

would be likely to purchase such material. Anyone interested may have the address on application.—EDITOR.

B 724. In the Market for Sycamore

for several cars of log run 5-8 sycamore. Will take it log run on grade. If you know of anybody you want to help along just advise them of this fact and I will get busy with them. I want about 5 or 6 carloads to be shipped at intervals during the balance of the year, and it should

B 725. Want Names of Rim and Spoke Manufacturers

B 726. Wants Brown Ash

# Clubs and Associations

## National Lumber Manufacturers' Annual

invitation for attendance at the twelfth annual meeting, which will be held at the Coliseum in Chicago on Tuesday and Wednesday, May 5-6, in

## Michigan Association Meeting to be Held May 5

Secretary J. C. Knox of the Michigan Hardwood Manufacturers' Association announces that the spring meeting of that organization will be held at the Auditorium hotel, Chicago, Tuesday, May 5, at 10 a. m., it having previously been decided to hold the meeting in Chicago during the Forest Products Exposition. Among the subjects for consideration are market conditions, outlook for hemlock bark, matter of railroad rates and spotting of cars, reports of regular and special committees, forest fire protective matters. No stock report will be presented. Much valuable information will be available regarding the present and future outlook of the market for hardwoods and hemlock.

President Richardson has issued a list of delegates and alternates to the meeting of the National Lumber Manufacturers' Association, which

in connection with the Forest Products Exposition. The list is as follows:

DELEGATES.—G. von Platen, Grand Rapids, Mich.; W. C. Hull, Traverse City, Mich.; C. A. Bigelow, Bay City, Mich.; C. T. Mitchell, Cadillac, Mich.; F. L. Richardson, Alpena, Mich.

ALTERNATES.—D. H. Day, Glen Haven, Mich.; W. T. Culver, Ludington, Mich.; A. C. Wells, Menominee, Mich.; F. A. Kimball, Alpena, Mich.; Elmer Kline, Petoskey, Mich.; J. C. Knox, Cadillac, Mich.; George M. Clifton, Manistee, Mich.; F. L. Michelson, Johannesburg, Mich.; Ralph

## Lumbermen's Association of Chicago Appoints Sub-Committees to Entertain Forest Products Guests

The Lumbermen's Association of Chicago has just announced the appointment of sub-committees who will have charge on respective days of the reception and entertainment of visiting lumbermen and others attending the Forest Products Exposition. They are as follows:

Friday, May 1, 1914.—J. L. Lane, chairman; E. E. Hooper, H. L. Street, E. H. Burgess, Geo. J. Pope, M. S. Porter, James S. Kemper.

Saturday, May 2, 1914.—A. A. Sisick, chairman; Otto Lind, L. E. Starr, Peter Peterson, Louis Carson, F. L. Johnson, Jr., A. Fletcher Marsh.

Monday, May 4, 1914.—John S. Hard, chairman; E. W. Dierssen, Geo.

Tuesday, May 5, 1914.—H. D. Wilson, chairman; Wm. D. Dreiske, J. A. Dick, P. S. Edmunds, John Hansen, W. M. Hopkins.

Friday, May 8, 1914.—L. E. Rollo, chairman; John Claney, A. T. Stewart, Geo. T. Mickle, S. C. Bennett, F. R. Gadd, F. J. Hathway.

Saturday, May 9, 1914.—Arthur Nollen, chairman; Geo. P. Rinn, A. H. Schoen, H. F. Morris, C. A. Flanagin, John Schillo, John McDonnell.

## Philadelphia Wholesalers in Meeting

The Philadelphia Wholesale Lumber Dealers' Association held a meeting at the Union League on April 2, mainly routine business being transacted. At this meeting the following resolution was adopted:

WHEREAS, We have learned of the recent death of Henry H. Gibson of Chicago; and

WHEREAS, Henry H. Gibson was not only an able editor and brilliant writer, but also one of the oldest woodsmen of America and a devoted student of sylviculture. he was an ardent lover of trees; therefore, be it

RESOLVED, That we mourn the loss of our friend and co-worker and believe that his passing to the great beyond constitutes a loss to the lumber and forestry interests of our country, and be it further

RESOLVED, That the resolution be spread upon the minutes of our association and a copy of it sent to Mrs. Henry H. Gibson.

## Annual Philadelphia Exchange

The Philadelphia Lumbermen's Exchange held its twenty-eighth annual meeting on the afternoon of April 9, President Benjamin Stoker in the chair. After the reading of the minutes of the last annual meeting, President Stoker appointed H. P. Robinson, judge, and James A. Richardson and Joseph P. Comegys, election officers. Treasurer Charles P. Maule then read his annual report, which showed the Exchange to be in a good financial condition. This was followed by the reading of the reports of the various committees, among which that of the credit bureau, read by Amos Y. Lesher, chairman, elicited unusual interest, as it proved conclusively that great and good work had been done in this department. Frederick S. Underhill moved that the report be received and spread upon the minutes and that the Exchange tender a vote of thanks to the committee for its valuable services.

President Stoker, after calling upon Vice-President W. H. Fritz to preside, then read his annual report, which was an interesting and concise résumé of the work accomplished by the Exchange. Following this, nominations were in order. James A. Richardson placed William H. Fritz of W. H. Fritz & Co. for president; William C. MacBride named Charles M. Chestnut, vice-president and general manager of the Yellow Pine Company of Philadelphia, for vice-president, and Frederick S. Underhill nominated the present treasurer, Charles P. Maule, to succeed himself. Samuel B. Vrooman, Franklin H. Smedley and Eli B. Hallowell were named as auditors. Robert C. Lippincott, whose term does not expire for two years, will again be joined by Daniel Adams as trustee of the relief fund. There being no opposition, the secretary cast a ballot to elect the list. The only contest occurred in the election of three directors for three years. Five names had been placed on the boards at the meeting of April 3, from which at this meeting J. Randall Williams, Jr., John W. Coles and Paul P. Pearson were chosen to fill the three vacancies. A vote of thanks was extended to the manager of the Crozer building for courtesies extended to the Exchange, also to the various lumber journals for copies placed on file in the Exchange rooms. The following resolution referring to the death of the late Henry H. Gibson was offered by J. Randall Williams, Jr., and adopted.

WHEREAS, the grim reaper has claimed our friend, Henry H. Gibson, of Chicago, and removed him from the fields of earthly activity to his place in the eternal garner, and

WHEREAS, Henry H. Gibson was highly esteemed by our members as an earnest student in all matters relating to the welfare of the lumber trade of our country, an advocate of a high standard of ethical ideals, a true lover of the forests and an ardent advocate of true forestry, therefore, be it

RESOLVED, That we hereby express our sincere sorrow for the loss of this splendid man, and our humble sympathy with his widow and relatives, and be it further

RESOLVED, That this resolution be spread upon the minutes of the Lumbermen's Exchange, and a copy forwarded to Mrs. Henry H. Gibson and the HARDWOOD RECORD, of which he was the founder and able editor.

Short speeches followed by the newly elected officers, after which a discussion was entered upon as to the advisability of changing the meetings from monthly to quarterly. It was finally moved that the matter be referred for consideration to committee on by-laws and rules and that the latter confer with the administration and report to the Exchange at a later meeting. A suggestion which was adopted.

J. Randall Williams, Jr., urged the Exchange members to interest themselves in the Forest Products Exhibition to be held in New York from May 27 to 30.

On the motion of Amos Y. Lesher, a vote of thanks was extended to the very efficient secretary, John H. Lank, for his economical handling of the credit bureau. The secretary of the Exchange is appointed by the board of directors and it is safe to predict that the genial, courteous and ever-obliging Mr. Lank will continue to be found in the little office in the Exchange rooms.

The meeting then adjourned.

The banquet was held at seven o'clock in the dome room on the roof of the Bellevue Stratford hotel. The tables, which were decorated with Easter flowers, were arranged to accommodate groups of from six up, as desired by the members who brought their friends to enjoy with them this festivity. As a delightful accompaniment to the banquet, the popular Kindling Wood quartette rendered some choice selections. A select vaudeville show was the salient and enjoyable feature of the evening's entertainment. Booklets, the covers of which were made gay with a border of spring blossoms and an artistically tied bow of ribbon, were carried away as souvenirs. They contained the menu and the names of the members of the Exchange, and were contributed with the compliments of the Pennsylvania Lumbermen's Mutual Fire Insurance Companies, this city; the Lumber Mutual Fire Insurance Company, Boston, Mass.; the Lumbermen's Mutual Insurance Company, Mansfield, Ohio; the Indiana Lumbermen's Mutual Insurance Company, Indianapolis, Ind., and the Central Manufacturers' Mutual Insurance Company, Van Wert, Ohio. The committee in charge of this affair was composed of George A. Howes, chairman; George Rodgmen, Paul P. Pearson, J. Edward Smith and W. H. Wyatt.

## Nashville Club Plans Extensive Outing

Members of the Nashville hardwood trade are planning a unique trip which will take them to most of the principal cities of the East, via Buffalo where they will attend the National Hardwood Lumber Association convention. The principal object of the trip is to boost Nashville and introduce members of the Nashville trade to the territory through which the trip will be made. Of course the pleasant side of the journey is also to be taken into consideration.

A great deal of enthusiasm is being expressed over the proposition both because of the novelty of the idea and of the pleasure anticipated. Most of the members of the trade are planning to take their wives or other members of their families. Of course, the wives will not be called upon to visit the trade personally, but will be given an opportunity of enjoying the sights while the menfolks do the work.

It is planned to distribute a ton or so of literature which will be handed out by the Nashville lumbermen on the trip, and taken altogether the proposition is planned as the biggest advertisement which has been attempted for some time.

The view the Nashville lumbermen take of the proposition is that the very fact of the trip being possible and the enthusiasm with which the members of the Nashville club are entering into the project, is the best proof to outsiders that when working with the Nashville Lumbermen's Club they will see that through its arbitration committee such buyer or seller gets a square deal.

WM. H. FRITZ, PRESIDENT PHILADELPHIA LUMBERMEN'S EXCHANGE

C. M. CHESTNUT, VICE-PRESIDENT PHILADELPHIA LUMBERMEN'S EXCHANGE

CHARLES P. MAULE, TREASURER PHILADELPHIA LUMBERMEN'S EXCHANGE

### Philadelphia Golfers in Tourney

[illegible] golfers soared to high mark. Twenty-six members divided into two three-somes and five four-somes participated in the game, which resulted in first prize, a pair of golf shoes, won by W. H. Fritz. The next lowest [illegible] and H. Winfield Allen; the committee decided for second and third prizes by cutting a deck of cards. J. H. Schofield won second, a stickpin, and to S. P. Bowers fell the third prize, three golf balls.

A dinner was served in the clubhouse at 7 p. m. after which a short [illegible] chair. At this meeting the subject of admitting nonplaying members was [illegible] executive committee, which will report its decision at the next meeting. With the first game played begins the competition for the president's prize, which will continue throughout the year. The lowest ten net scores at each game will count. The winner will be the member who has scored the greatest number of points and has played in five out of a total of seven games during the season. The Lumbermen's Review of [illegible] It has been decided the winner shall be the member having the lowest average net score for five games.

### Regular Meeting Memphis Club

The regular semi-monthly meeting of the Lumbermen's Club of [illegible] members and guests presents. J. D. Allen, Jr., was in the chair, while C. G. Kadel, after a rather extended absence at Rockford, Ill., filled his [illegible] prominent guests present were Otis A. Felger of the Memphis Band Mill Company, Memphis, with headquarters at Grand Rapids, Mich., and Philip A. Ryan of the Philip A. Ryan Lumber Company, Onalaska, Tex. Mr. Ryan was a member of the club for some years, having been in business here before removing to his present location.

A letter was read from E. F. Perry, secretary of the National Wholesale Lumber Dealers' Association, asking the club to endorse the bill introduced into the House by Representative Sabath making it a crime, punishable by fine or imprisonment, or both, to use the mails to circulate any false statement or facts on which credit is sought. The letter also asked that the action of the club be communicated to both senators and representatives at Washington. The subject was referred to the law and insurance committee for report and recommendation. There is very little doubt that the matter will receive favorable action as there is much abuse of credits and as the lumbermen are anxious that anything looking to the obtaining of credits on a false basis shall be properly dealt with.

Minutes of a special meeting of the board of directors were read. These showed that the latter, at the direction of the club, given at a previous meeting, had discussed the best method of making use of the rooms in the Business Men's Club recently finished and furnished by the Lumbermen's Club of Memphis and that they had appointed F. E. Stone-[illegible] Major of the S. C. Major Lumber Company, said that further information would be given later regarding the date so that members of the club [illegible]

John M. Pritchard made formal announcement at this meeting of the forthcoming semi-annual of the Gum Lumber Manufacturers' Association to be held at the Hotel Gayoso May 19-20 and extended an invitation to all members of the club to attend.

W. R. Barksdale, former president of the club, who had been absent for nearly a year at his California home, Fresno, was present. He left Memphis in wretched health, finding it necessary to go on crutches on account of a severe attack of rheumatism. He returned without the aid of crutches and appears to be enjoying excellent health. The president extended him a cordial welcome and invited him to address the club. He said that he loved Memphis very much but that he loved his associates a great deal more and particularly those identified with the Lumbermen's Club of Memphis. He characterized the latter as the best gift ever made to the city. Practically every member of the club shook hands with Mr. Barksdale and welcomed him back to Memphis. He is a favorite with all.

Philip A. Ryan and Otis A. Felger were both called upon for brief talks and responded in very happy vein.

### With the Gum Manufacturers

[illegible] John M. Pritchard of the Gum Lumber Manufacturers' Association, is making rapid progress in getting everything in readiness for the semi-annual meeting of that body to be held in Memphis May 19-20. The full program has not yet been announced but Secretary Pritchard is authority for the statement that one of the principal features will be the report of the committee on technical research, of which R. M. Carrier, Sardis, Miss., is chairman. This will deal with proper methods of manufacturing and curing for gum lumber and will embody all the results of the investigations made by the committee in question. There will also be a number of other subjects of vital interest to manufacturers and consumers of gum lumber, and Secretary Pritchard is authority for the statement that a large attendance is assured. The sessions will be held at the Hotel Gayoso. This is the first meeting of the association to be held since the new organization was formally launched here last November and interesting reports are expected from all of the standing committees. Mr. Pritchard has recently made an extensive trip through Mississippi, Arkansas and Louisiana in the interest of new members and it is expected that this will bear much fruit. The trip was of a preliminary character, another being reserved for the taking of applications for membership. It may be noted, however, that the membership has rapidly increased since the association was organized and Secretary Pritchard is of the opinion that the very effective work now being done, as measured by the results achieved, will bring about the identification of practically every gum lumber manufacturer with the organization in due course.

## *With the Trade*

### Pulley Company Incorporates

It was recently announced that the Medart Patent Pulley Company, manufacturer of power transmission machinery, located at St. Louis, Mo., was incorporated for $350,000, its capital stock being fully paid up and there being created a voluntary surplus of $54,000.

This company has a rather interesting history, having been developed from a very small beginning up to its present large proportions. The concern began business in October, 1879, manufacturing patented steel rim pulleys only. Other articles were added to the list of manufacture as trade demanded until eventually a complete line of cast iron, steel rim and wood pulleys, shafting, hangers, pillow blocks, couplings, friction clutches, sprockets and gearings are now made under one roof.

The original development was due to the purpose of William Medart, who has full charge of office affairs, business management, etc. Prior to the organization of the Medart Patent Pulley Company, he was sales manager for Chase & Cabbotts Dry Goods Company, at that time the largest concern of its kind in St. Louis.

Philip Medart, the patentee of the steel rim pulley, was the mechanical and shop man of the organization. He invented and patented many other articles in the transmission line, as well as special machinery for the

manufacture of such articles. They included the Medart continuous shaft and bar turning and straightening machines. These machines are in use in every country of the world where metal bars are made.

The tendency of buyers to purchase entire outfits of one concern caused the company to erect a large addition to its plant about fifteen years ago for the manufacture of wood pulleys, in which a large trade has since been built up. In this article sap gum is used in the rims and northern hard maple for spokes and hubs, each segment of rim being set in hot glue and nailed. After having experimented with other woods the company has found that these two kinds make a pulley unequalled for strength and durability.

Walter R. Medart, son of Philip, entered the services of the company after leaving school, as shipping clerk, and later filled the position of foreman and general shop superintendent. He assumed active management of the business affairs several years ago and consequently the deaths of his father and uncle did not bring about any changes in the business policies or management of the concern.

The Medart Patent Pulley Company, organized originally and operated as a co-partnership between Philip and William Medart, has now been incorporated by Florence M. Medart, Stuttgart, Germany; Kate Medart, Paris, France; Josephine Mulhall, William F. Mulhall, Elise Medart and Walter R. Medart.

Elise and Walter Medart are heirs of Philip Medart. The other members are heirs of William Medart, who died in October of last year.

The officers of the present company are: Walter R. Medart, president and treasurer; William F. Mulhall, secretary, and Walter R. Medart, Elise Medart and William F. Mulhall, directors.

### Knoxville Veneer Company Adds Slicer

P. B. Raymond, president of the Knoxville Veneer Company of Knoxville, Tenn., announced that that company is about ready to add to its already large equipment a twelve-foot Capital slicer. Mr. Raymond says that foundations have already been completed for this machine; in fact, it is now on its way to Knoxville. It will be installed in the main building in connection with the batteries of other machines now operating regularly.

The company plans to run this machine principally on oak, although some mahogany and black walnut will be sliced. In all probability this machine will be in operation by May 15.

### Ashland Veneer Plant Assured

It was recently reported in HARDWOOD RECORD that plans were in the making for the incorporation of a large veneer factory at Ashland, Wis. Articles of incorporation have now been filed with the register of deeds of Ashland county and as a result a $100,000 company will be formed.

Six months ago an option was secured on the old Durfee mill site. Slow progress was made in the organization of the new company and little was accomplished until the last couple of weeks. The principal stockholders are residents of Wausau and Mellen, Wis.

The articles state that the name of the corporation should be the Ashland Veneer Company and that it shall be located in the city of Ashland. The incorporators are J. C. Edwards of Medford, L. V. Mace of Mellen and Herman Leicht.

### Tennessee Factory Destroyed

The main building and band sawmill of the Hardwood Manufacturing Company of Tullahoma, Tenn., was destroyed by fire on the morning of April 20. The plant was one of the largest in Tullahoma and formerly owned by the Greenfield-Talbot Furniture Company of Nashville. It was recently purchased by Hugh Ledford of Tullahoma and leased by Harry Parker, president of the Hardwood Manufacturing Company. It is reported that the loss in the plant in machinery is $20,000 with $10,000 insurance, while the loss in hardwood lumber is $5,000 with $1,500 insurance.

### Young Lumberman Dies

Clifford Schnaufer of Marietta, O., nephew of W. T. Schnaufer, president of the Turkey Foot Lumber Company of Lexington, Ky., died at Ashville, N. C., recently. Mr. Schnaufer had been connected with his uncle in the Crescent Lumber Company previous to the organization of the Turkey Foot Lumber Company and had become well-known throughout the territory along the Ohio River and West Virginia. He had made a considerable advance in the lumber business during his association with W. T. Schnaufer and was very highly considered in lumber circles. His main work was in the manufacturing end of the business, where he attained great efficiency. In fact, he was before his illness became too serious in full charge of the Oakwood Lumber Company operating at Pickens, W. Va. This concern is one of the operating concerns of the Crescent Lumber Company. Mr. Schnaufer was twenty-five years old at the time of his death.

### Green River Lumber Company Builds New Mill

The Green River Lumber Company of Memphis, Tenn., has completed plans for the erection of a modern double band mill which will stand on the site of the present mill at Memphis. It is estimated that the cost of this structure will be about $60,000, and it is planned to make it a daily capacity of some 50,000 feet of hardwoods.

The Green River Lumber Company states that while its new mill will be strictly modern in every detail it will utilize its present mill until it has accumulated a sufficient supply of lumber ahead. It will probably begin the work of dismantling and re-construction within a couple of months.

### Chicago Firm Bankrupt

A voluntary petition in bankruptcy was filed in the United States district court, Illinois, on Monday, April 13, by the Estabrook-Skeele Lumber Company, Fisher building, Chicago. This concern has been operating for years as a hardwood wholesaling company and has always been considered exceptionally strong. Its financial difficulties come as a surprise to the local trade.

According to the schedule filed by T. S. Estabrook, president of the company, the liabilities amount to $297,272.75, which is, for the most part, represented in lumber purchases and contracted debts. This is offset by assets amounting to $256,174.79. Of this $125,907 is represented in promissory notes and bills receivable. $600 is represented as real estate.

According to a statement of Mr. Estabrook, the company is a large creditor of the Newhouse Mill & Lumber Company and the Gould Southwestern Railway Company, two Arkansas corporations. Mr. Estabrook states that the property of these corporations will, if conserved, duly enable the Estabrook-Skeele Lumber Company to liquidate in full and take care of all obligations.

It was the connection with these two concerns and the impossibility of properly financing them under present financial conditions which led to the bankruptcy petition. Federal Judge Kenesaw M. Landis has appointed a receiver for the company.

### Penrod-Jurden-McCowen Mill Burns

The hardwood band sawmill of the Penrod-Jurden-McCowen Lumber Company located at Brasfield, Ark., was completely destroyed by fire on Monday, April 13, at 8:45 p. m. The fire was discovered in the dynamo room, and in a few minutes the building was completely involved in flames. Three lines of hose were laid, but had to be abandoned on account of the intense heat. There was no loss to lumber, out houses, the office and other property, except the main plant. The loss was covered by insurance amounting to $27,500.

The company is planning to erect an entirely new modern band sawmill with resaw and expects to be in operation within from ninety to a hundred days. This company has about ten years' cut of hardwood timber near Brasfield and will erect a mill to cut 50,000 feet of logs a day, running principally to oak, ash and gum.

### Chair Company Fire

On Saturday, April 11, the Charlotte Chair Company, Charlotte, Mich., sustained a considerable loss as a result of a fire. The blaze was confined to the engine room due to the strenuous efforts of the fire department, but it menaced the entire plant for a time. It was, however, eventually gotten under control and did not hinder operations as all departments started up as usual in the morning.

### Prominent Chicago Lumberman Dies

James Gordon Carter Brooks, pioneer lumberman of Chicago, died on Wednesday, April 15, at his home, 1114 Lincoln Parkway. Mr. Brooks was born at Salem, Mass., August 25, 1837, coming to Chicago in 1856. His first employment in Chicago was with his uncle, Artemus Carter, also a lumberman. Two years later the deceased connected himself with the Mears-Bates Company, which connection he held until 1879, when he severed for the purpose of forming the Oconto Company and the Bay de Noquet Company.

Mr. Brooks was executor of the will of the late Ely Bates, who bequeathed a sum of money for the erection of a statute of Abraham Lincoln. He is survived by his widow and two daughters.

The funeral services were held at 2:30 Friday afternoon from his late residence.

### Enlarges Furniture Plant

The Richford Manufacturing Company is making rapid progress with the work of enlarging and improving its plant at Richford, Vt. New stock for the entire plant has all been subscribed and the town has voted exemption from taxation for ten years for the new building, machinery, etc.

An addition 48x51 feet and three stories high will be built on the east side of the present factory.

### Ozark Pencil Factory Closed

It is announced that the Eagle and American pencil factories, which have for years been operated at Springfield and Bransom, Mo., have been shut up and that the operations will be moved westward and southward where new pencil material is being tested. It is said that the removal of the factories is not due to an inadequate supply of cedar as found in the Ozarks, but rather to the discovery of the utility of catalpa in the manufacture of lead pencils. If the new wood proves its worth as it is expected, cedar formerly valued at thousands of dollars will suddenly become unsalable, according to reports.

### Interesting Slogan Contest

The Louisville, Ky., Veneer Mills of which D. E. Kline is head, has concluded an interesting contest for the selection of an advertising slogan. The concern has been a leading manufacturer of figured gum veneers and panels, and has been seeking for some time a slogan which would convey in a few well-chosen words an adequate idea of the beauty and desirability of this material. It was finally decided to have a contest as a means of securing a phrase of that kind, a prize of twenty dollars in gold being offered.

Hundreds of entries were received, and the best of these were submitted to a committee of judges, composed of H. W. Marsh, of Veneers,

### Australian Wood Sawing Contest

The annual event was held this year at Eltham, N. Z., and A. E. Sullivan

Zealand custom the winner of this contest is entitled to the distinction

### The International Case

Development Company, who were a short time ago apprehended because of fraudulent practices, is being heard in Philadelphia. On April 10 the United States district attorney, arguing before the United States Circuit officers and promoters of the company. Mr. Hall based his plea on absolute fraudulent character of the prospectuses and all other literature to have been spent in developments, the company did not spend even $3,000,000. He also said that the 500,000 rubber trees that had been stated as valued at $2,500,000 dwindled to a few trees of poor quality, and that the millions of feet of fine mahogany stumpage dwindled to twelve trees.

### American Walnut Again

A contract for the interior work in the bank room in the first story and basement of the Merchants Bank building of Los Angeles, Cal., has been awarded to C. J. Kulnach Company. This concern is planning to

## *Pertinent Information*

### The Lumber Cut for February

J. E. Rhodes, secretary of the National Lumber Manufacturers' Association, has sent out the monthly statement of the lumber cut and shipments for February, 1914, and comparisons with the corresponding month of 1913. The figures were furnished by affiliated associations and by mills not members; but the totals do not include the whole lumber cut in the United States for that month. The summary shows that the decrease in cut during February, 1914, under February, 1913, was 23,500,000 feet; decrease in shipments during February, 1914, under February, 1913, 72,200,000 feet; excess shipments over cut during February, 1913, 35,000,000 feet; excess cut over shipments during February, 1914, 13,700,000 feet.

### An Unusual Catalogue

William B. Mershon & Co. of Saginaw, Mich., manufacturers of sawmills and band resaws, have made quite a reputation for themselves through the unusual catalogues which they have always gotten out. A new catalogue issued recently, received at this office, is quite up to the mark set by former books of this company—in fact it is a decidedly unusual proposition as far as sawmill machinery catalogues go. It is a most beautifully printed and engraved edition and contains a world of information that should be distinctly valuable to the user of resaws to which it is primarily given.

The book is attractively bound and has an embossed front cover, the body being printed on a pleasingly tinted stock of gray with an attractive border. Altogether the publication is one that can very well make the Mershon people proud.

special sawmill machinery in addition to the regular line. The company is prepared to build resaws and band resaws all equipped with special photographs, etc., will be furnished on application to this company.

### Referendum Submitted by National Chamber of Commerce

in response to the message of President Wilson. This commission will have close relation with every corporation large or small in every part of the country, except railroads and banks.

paid assigned the task of ascertaining the significance of proposed legislation involving corporations. This committee has completed its report which was submitted as a referendum to the 543 commercial organizations constituting the membership of the Chamber, on April 14.

The referendum covers seven points which the committee considered vital in connection with the creating of interstate commerce trade. In view of the relation of every corporate enterprise in this country to the legislation, this referendum should be given deep and careful thought by every member of the lumber trade.

### False Statements to Secure Credit

which is proposed to prohibit the transmission through the mails of false statements for the purpose of securing credit. The fine for so doing is placed at $5,000 or less. This is an important matter to lumbermen where credits are often large, and steps have been taken to enlist congressmen from lumber regions in the passage of the bill.

### Chances for Extending Business

United States consuls in foreign countries are constantly on the lookout for openings to increase business for Americans. Following are some of the openings reported. Persons who may be interested can procure further information by addressing the Bureau of Foreign and Domestic Commerce, Washington, D. C.:

No. 12883. SAWMILL MACHINERY.—An American consular officer in a Latin-American country writes that he would like to receive as soon as possible duplicate catalogues in Spanish of American sawmill-machinery manufacturers who desire to export their products. One purchaser awaits their arrival from which to make his selection.

No. 12884. VENEER MACHINERY.—A director in a leading foreign business house informs an American consulate that he wishes to get in touch with American manufacturers of veneer machinery. He states that there is no doubt that a very good business can be built up in this line and that his firm is desirous of handling this class of machinery, for which they already have a number of applications. This person intends shortly to visit the United States, and his address while in this country can be obtained from the Bureau of Foreign and Domestic Commerce.

No. 12886. BUILDING MATERIALS.—An architect in Australasia informs an American consul that he intends to visit the United States and furnishes his address while in this country. Having both a knowledge of and an interest in building materials of all kinds, and being an architect by profession, he is desirous of getting in touch with manufacturers of these lines and to acquaint himself with the up-to-date methods and materials in building construction, in which he says the United States has made so much progress.

No. 12888. MAPLE AND HICKORY SKEWERS.—A foreign business firm informs an American consulate that there is a large trade in a certain region in maple and hickory skewers. The skewers are used by packing firms in the process of fastening bales containing cotton and other goods. They are also used extensively by butchers, poultry dealers, etc. American manufacturers might advantageously communicate with this firm.

### Poles and Crossties in Canada

Bulletin 35 of Forest Products of Canada has been published. It was prepared by R. G. Lewis and Guy H. Boyce, under direction of R. H. Campbell, Canadian forester, and gives statistics of the output of crossties and poles in that country for the year 1911. The ties include those for steam and electric roads, and the poles are those used for telegraph and telephone lines.

Nineteen woods are used for ties, as follows:

| Kind of Wood | No. | Average Cost Each. |
|---|---|---|
| Jack Pine | 4 [illegible] | $0.41 |
| Douglas Fir .. | 1 [illegible] | .38 |
| [illegible] | 1 [illegible] | .55 |
| [illegible] | 1 [illegible] | .40 |
| Tamarack .... | 1 [illegible] | .32 |
| [illegible] | 1 [illegible] | .45 |
| [illegible] | [illegible] | .26 |
| [illegible] | 140 [illegible] | .81 |
| Red Pine | [illegible] | .32 |
| [illegible] | 67,8[illegible] | .56 |
| Western Cedar | 59,072 | .42 |
| [illegible] | 13,801 | .21 |
| [illegible] | 1 [illegible] | .21 |
| [illegible] | 6,[illegible] | .21 |
| White Pine ... | 5,882 | .29 |

| | | |
|---|---|---|
| Poplar | 1,001 | .27 |
| Hard Pine | 444 | 1.11 |
| Elm | 222 | .42 |
| Black Ash | 58 | .44 |
| Total | 14,589,224 | $0.39 |

Jack pine constitutes more than one third of the whole number. This wood showed a large increase from 1910 to 1911. In the first year it furnished 2,153,075 ties, but this was more than doubled in 1911. Jack pine is the leading tie wood in Canada. There is plenty of it and the trees are generally about the right size for ties.

The average cost of ties in 1911 was one cent more than in the year before. The number of cedar declined more than 2,000,000 from 1910 to 1911 and tamarack increased 1,200,000. The total of all ties was 5,175,262 more in the latter year than in the former. Steam roads used nearly 96 per cent of all the ties.

In Canada during 1911 only 206,209 ties received preservative treatment, or about 1 1 per cent of the total number purchased. This is nevertheless an indication of the growing interest taken in the subject by the users. In 1910 practically no treated ties were used, but some that time two plants have been established and are now treating ties for some of the larger railway companies.

An estimate of the saving that could be accomplished by a more universal use of treated material is of great interest. The average life of an untreated tie is 7 years, and with the increasing use of perishable woods like jack pine, hemlock and spruce, this figure will be greatly reduced in time.

Assuming that there are about 70,000,000 ties placed in roadbeds on well-established lines in Canada, and that one-seventh of these are replaced each year one can safely estimate the annual replacements at 10,000,000. The average life of a treated tie is 17 years, and if the ties in use in Canada were treated, the annual replacements would be one-seventeenth of the 70,000,000, or only a little over 4,000,000. To make this estimate conservative, call the saving 5,000,000 ties a year. The average tie is cut from a log containing 70 feet, board measure, of material, so the result would be an annual saving to the country of at least 350,000,000 feet, board measure, of raw material.

The saving in dollars and cents to the tie purchasers is also worth considering. The average tie purchased in 1911 cost 38 cents at the point of purchase and 20 cents to put in place; this brings the initial cost to 58 cents. In an untreated state this tie would last 7 years, and if the initial cost is divided by the number of years' service and a rate of interest of 5 per cent on the investment allowed, the annual cost of such a tie is found. This would amount to a trifle over 10 cents a year. If the same tie were treated with creosote at a cost of 35 cents, it would last 17 years. Its initial cost would be 93 cents, and the annual cost through its lifetime only about 8 cents. This would result in a saving of two cents a tie and applied to the 70,000,000 ties in use would amount to a saving of $1,400,000 annually.

The statistics for wooden poles purchased in Canada during 1911 were obtained from reports from 282 companies. Of these 129 were electric light and power companies; 102 were telephone companies, 28 were electric roads; 19 were steam railways and 4 were telegraph companies. The 102 telephone companies reporting included the three provincial telephone departments which buy poles in large quantities for the rural lines connecting with their systems.

The accompanying table gives the poles purchased in 1911:

| Kind of Wood— | Number. | Average Value. |
|---|---|---|
| Cedar | 463,234 | $ 1.61 |
| Western Cedar | 72,354 | 2.99 |
| Larch | 28,226 | 1.45 |
| Spruce | 8,764 | 1.02 |
| Douglas Fir | 7,906 | 3.79 |
| Jack Pine | 5,518 | .90 |
| Hemlock | 555 | 1.69 |
| Norway Pine | 156 | 13.17 |
| Chestnut | 150 | 5.25 |
| White Pine | 68 | 10.71 |
| Hard Pine | 59 | 9.53 |
| Unspecified | 942 | 6.18 |
| Total | 585,703 | $ 1.80 |

The total number of poles purchased in Canada in 1911 was a decrease of 197,138 from the figures for 1910. In all the different classes of pole-users there was a decided decrease in the number of firms reporting purchases, as compared with 1910. It is probable that many of these firms were sufficiently stocked to meet their requirements for 1911. There was also a decrease in the construction of new pole lines.

The total value of the poles was $1,056,277, an increase over 1910 of $12,403, which is explained by the advance in the average price per pole from $1.33 to $1.80.

Cedar was still the most important pole wood, probably on account of its form, durability and comparative cheapness. A total of 535,588 poles was reported for the two kinds of cedar, comprising over ninety per cent of all poles purchased. Of these 463,234 were eastern cedar at $1.61 and 72,354 were western red cedar at $2.99.

Larch poles are used extensively in the western provinces for rural telephone lines. Out of the 28,226 larch poles reported, 25,000 were used by the Alberta government. These poles were cut in Alberta. Larch is the only tree native to Alberta which can be used, untreated, for poles.

The use of spruce poles has increased steadily in the last three years. In 1909, 2,070 poles were used. In 1910, 5,524, and in 1911, 8,764. During that time the average price remained practically the same.

# Hardwood News Notes

## MISCELLANEOUS

The National Gate Company has been incorporated at Rushville, Ind., with a capital stock of $20,000.

The Merrimac Wood Heel Company has been incorporated at Haverhill, Mass., with $20,000 capital stock.

The Premier Trim & Lumber Company has been incorporated at Brooklyn, N. Y., with $5,000 capital stock.

The J. S. Sullivan Saddle Tree Company of Jefferson City, Mo., has increased its capital stock to $150,000.

The Excelsior Box and Manufacturing Company of St. Louis, Mo., has sustained a voluntary petition in bankruptcy.

The Louisiana Hardwood Company has been incorporated at Shreveport, La., with a reported capital stock of $3,000,000.

R. L. Muse & Co., Walnut Ridge, Ark., will erect a sawmill plant with a daily capacity of 4,000 feet of hardwood lumber.

The Franklin Veneer Company has been incorporated at Franklinton, N. C. The company will have a capital stock of $40,000.

The Parkersburg Handle and Lumber Works has been incorporated at Parkersburg, W. Va., with $25,000 capital stock.

The Angelus Veneer Door Company has started business in Los Angeles, Cal., as an incorporated concern with $50,000 capital stock.

The International Casket & Manufacturing Company has been incorporated at Chicago, Ill., with an authorized capital stock of $20,000.

The W. B. Ballis Company has been incorporated at Memphis, Tenn., with $70,000 capital stock. This company will manufacture handles.

The Peterson Stair Works has been incorporated at Chicago with $2,500 capital stock for the purpose of manufacturing stairs and mill work.

The Harley Smith Furniture Company has filed articles of incorporation at Lansing, Mich. The company will have a capital stock of $10,000.

M. P. Beck & Company has been incorporated at Chicago, Ill., with a

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NEW YORK GRAND CENTRAL PALACE MAY 21-30

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Single Ply, Rotary Cut
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Poplar, Gum, Oak, Yellow Pine and Cypress
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*High Quality—Prompt Delivery*

WE WANT TO MOVE AT ONCE

10 cars 1" No. 1 Common Basswood
5 cars 1" No. 2 Common Basswood
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40 cars 1" Red and Sap Gum, all grades
The last two items are but one-half dry

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95,000 8/4 No. 2 Common Poplar
22,000 12/4 Nos. 1 & 2 Poplar
30,000 12/4 Select Poplar
12,000 5/4 Nos. 1 & 2 Qtd. Poplar
36,000 8/4 Nos. 1 & 2 Wormy Chestnut
74,000 5/4 No. 1 Common Chestnut
81,000 8/4 No. 1 Common Chestnut
21,000 6/4 Nos. 1 & 2 Red Birch
17,000 8/4 Nos. 1 & 2 Red Birch
6,000 12/4 Nos. 1 & 2 Red Birch
6,000 16/4 Nos. 1 & 2 Red Birch
45,000 4/4 Nos. 1 & 2 White Ash
71,000 4/4 No. 1 Common White Ash
22,000 12/4 No. 1 Common White Ash
7,000 16/4 No. 1 Common Plain Oak.
115,000 4/4 No. 1 Common Plain Red Oak
1,000 6/4 No. 1 Common Plain Red Oak
56,000 4/4 No. 1 Common Plain White Oak

**The Atlantic Lumber Co.**

70 Kilby Street, Boston, Mass.

## CHICAGO

W. C. Boden of Knealand-McClurg Lumber Company is [illegible]

## NEW YORK

[illegible] at Bayonne Point. At the latter location the United States Terminal [illegible] of the water front and provision for [illegible] of the importance of the small waterway in that district in a communication was given to [illegible]

May is moving time and many of the local wholesale trade will soon be showing new addresses on their stationery. As in so many other lines the movement tends farther uptown, with the beautiful new Grand Central Terminal the location most favored. Among the wholesalers moving there the first of next month are the following: Davison Lumber Company, Ltd.; A. Sherman Lumber Company, Arthur E. Lane, Rice & Lockwood Lumber Company, Campbell MacLaurin Lumber Company and Skillings, Whitneys & Barnes. W. C. Edwards & Co., Ltd., go to the Vanderbilt building.

Frank R. Whiting, head of the Whiting Lumber Company, big hardwood wholesaler of Philadelphia, was a visitor in New York during the fortnight.

Edwin Cox & Co. are conducting a hardwood lumber business in Jersey City, with yard and office at Grand and Bates street.

J. C. Turner, prominent cypress manufacturer and wholesaler, left last week for a trip to the South in the interest of business.

The business of the Dunbar Box & Lumber Company has been taken over by Messrs. Frederick Mueller, W. H. Gillespie, C. A. Hamilton and F. G. Gray. All of the new owners have been identified with the business for many years, Messrs. Gillespie and Mueller having served over a quarter of a century with the company. They are well qualified to continue this old established business in the high place it has won in the history of the Metropolitan district. The plant at Twenty-eighth street and Eleventh avenue covers thirty-three city blocks, includes yards, planing mill and box factory.

Reed & Jaeger, New York, has been incorporated to deal and manufacture [illegible]

## BUFFALO

Members of the lumber trade are beginning to show much interest in the coming convention of the National Hardwood Lumber Association, to be held here on June 18 and 19, and the committees are preparing to arrange further details. Secretary Frank Fish was here recently calling upon the members of the hardwood trade, and also attended a meeting of the Buffalo Lumber Exchange. It was decided to hold the outing to Niagara Falls on the afternoon of the first day, provided the [illegible]

this. The idea in going the first afternoon is to secure possibly as large a crowd as possible, and if the Falls trip is delayed until late in the week the probability is that many of the visitors will already have gone to their homes.

T. D. Collins, one of the wealthiest and most influential lumbermen in Western Pennsylvania, died at his home in Nebraska, Pa., on April 16, at the age of eighty-three years. He owned most of the timber in Forest county, besides large tracts elsewhere in the country; was interested in the sawmill business and in banking. His wealth was estimated at $20,000,000.

A. J. Chestnut has recently returned from a trip to Norfolk, Va., which is the residence of his wife's family. He was away about two weeks and reports a pleasant trip.

The McLean Mahogany & Cedar Company, which was recently organized by R. D. McLean and others, with capital of $40,000, has taken an office at 700 Main street.

O. E. Yeager states that the hardwood trade does not yet show much spring improvement. The Yeager Lumber Company is getting in stocks of half a dozen different hardwoods.

Miller, Sturm & Miller find trade about as it has been during the past two months, though the first week of the month was quite good. Plain oak and other woods are in about equal demand.

The Standard Hardwood Lumber Company reports a fair demand at present, though business is not up to the usual level for this season. The dry kiln is being kept quite busy.

Davenport & Ridley have lately been getting in supplies of beech, and this wood as well as white ash is moving fairly well, though no very active trade has started up yet.

T. Sullivan & Co. have lately been receiving stocks of maple and brown ash and trade is quite fair for the present month. Some lumber will be brought down the lake this year.

Hugh McLean has been spending about three weeks in the South on business, and called at the mills in Chattanooga and Birmingham. The lumber trade at the yard is fair.

A. A. Mason states that the majority of hardwoods are moving quite slowly this month and that prices are not very strong. The chief woods moving are maple and sap birch.

G. Elias & Bro. recently had a page advertisement of their mill in one of the local Sunday newspapers and as a result a good many inquiries from new sources were received.

The National Lumber Company finds the flooring demand fair this month and is looking for improvement with the better spring weather.

## PHILADELPHIA

Eli B. Hallowell of Hallowell & Souder, says there is no reason to complain of trading. Inquiries are coming in lively, resulting in good orders, and collections are improving. The only trouble is that those who compelled them to hold back shipments now want the goods at once.

J. Elmer Troth of the J. S. Kent Company reports a more buoyant tone since the arrival of seasonable weather, but there is ample room for improvement. However, more orders have been booked of late than for some time back.

W. S. W. Kirby of the Kirby & Hawkins Company says business is not up to expectations. The company is waiting for the railroads to begin buying.

W. H. Wyatt of the Jackson-Wyatt Lumber Company reports a slight gain in business, but deplores a lack of zest in trading.

John W. Coles has removed his office from the eleventh floor to 804 Real Estate Trust building.

J. Gibson McIlvain, Jr., of J. Gibson McIlvain & Co., attributes the disturbance in trading to the constant agitation in national affairs. For this time of the year business is on the retrograde. Settled fine weather, he thinks, will bring about some improvement.

F. A. Dudley of the Sterling Lumber Company reports business unmarked by any substantial change one way or the other. He does not look for a tangible advance until the various momentous questions which are agitating Congress are disposed of.

A creditors' petition was filed against the W. R. Taylor Lumber Company on April 13. Creditors and claims are the East Coast Lumber Company, $786.40; Ansley Lumber & Tie Company and Lydia H. Mitchell, $160.

W. H. Ruddick of the Rainy Lake Lumber Company, Virginia, Minn., was a recent visitor to the Lumbermen's Exchange rooms.

Charles K. Parry of Charles K. Parry & Co., sole agents Carolina Spruce Company, Pensacola, N. C., says February and March trading doubled that of same months of last year, but things are somewhat quiet at this time. Mr. Parry is on a visit to the mill, looking up the stock situation.

Frank P. Hilliard, a lumberman of White Pine, Pa., recently met with a frightful death. While turning a log on the carriage he slipped on a piece of ice which threw him upon a circular saw. His head was severed from his body.

Samuel H. Shearer & Son recently opened a storage yard at Rocky Mount, N. C.

Edward Underhill, nephew of Frederick S. Underhill of Wistar, Underhill & Nixon, has been appointed manager of the firm's yard at Nashville, Tenn. The young man, who has been carefully trained in the lumber business, is ably fitted to fill the responsible position.


**Hooton Hardwood Co.**

Manufacturers and Wholesalers

**SOUTHERN HARDWOOD LUMBER, LOGS AND TIMBER**

We are very anxious to move the following items of lumber:

2 cars—1x5 clear face Red Oak—Rough trim.
3 cars—8/4 1s & 2s Yellow Cypress—Long—Wide.
2 cars—8/4 Select Yellow Cypress—Long—Wide.
3 cars—6/4 1s & 2s Yellow Cypress—Long—Wide.
2 cars—5/4 Select Yellow Cypress—Long—Wide.
1 car —5/4 1s & 2s Yellow Cypress—Long—Wide.

Choice Stock—Dry—Must Move

**Terre Haute, Indiana**

THESE fine logs waiting to be cut for you. Send us your specifications — our price no higher, while our quality is better than most cutters'.

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**Merrill Veneer Company**

**Merrill, Wisconsin**

**Harris Manufacturing Company**
Johnson City, Tennessee
**"Harris" Hardwood Flooring and Lumber**

Bluestone Land & Lumber Company
MANUFACTURERS
WEST VIRGINIA HARDWOODS
Soft White Pine, Oak, Poplar, Chestnut, Hemlock
Band Sawed Stock
MILL FACILITIES COMPLETE PLANING
RIDGWAY PENNSYLVANIA

**CINCINNATI**
**Hardwood Manufacturers and Jobbers**

Veneers: CIRCASSIAN WALNUT AND ALL OTHER FIGURED WOODS
THE FREIBERG LUMBER COMPANY
OFFICE AND MILL, CINCINNATI, OHIO

E. C. BRADLEY LUMBER CO.
HIGH GRADE WEST VIRGINIA HARDWOODS
GOERKE BUILDING

SHAWNEE LUMBER CO.
HARDWOODS, WHITE PINE and HEMLOCK
Sales Office—South Side Station—C. H. & D. R. R.

Johns, Mowbray, Nelson Company
OAK, ASH, POPLAR & CHESTNUT
GUM AND COTTONWOOD

JAMES KENNEDY & CO., Ltd.
OAK, POPLAR AND OTHER HARDWOODS
FIRST NATIONAL BANK BUILDING

The Kosse, Shoe & Schleyer Co.
WALNUT, OAK, AND OTHER HARDWOODS
103-4-5 CAREW BUILDING

**A "FLASHY FIGURE"**
is one of the characteristics of our Quartered Oak. There are others, such as texture, quality of grades, widths and lengths. Air or kiln dried. Prompt and satisfactory service.
SHIPMENTS DIRECT FROM OUR SAW MILLS INSURING THE FULL RUN OF THE LOG
THE M. B. FARRIN LUMBER CO.

OHIO VENEER COMPANY
Manufacturers & Importers FOREIGN VENEERS
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DAY LUMBER & COAL CO.
Mfrs. YELLOW POPLAR and WHITE OAK
GENERAL OFFICE—CLAY CITY, KY.

RIEMEIER LUMBER CO.
OAK, POPLAR, CHESTNUT
SUMMERS AND GEST STREETS

## BOSTON

He entered the lumber business here in 1884 and his election to this high office direct from junior vice commander, breaking all precedent in the order, will be a matter of great interest to his numerous friends all over the country.

The Salem Lumber Company has been incorporated at Salem, Mass., with authorized capital of $15,000.

Boston, has just returned to business after a winter spent in California.

James Munson of the Munson Lumber Company is back from his visit to Panama. His friends are glad to note his apparent good health after the almost fatal injury sustained at the company's yard in East Boston last fall.

of an adjoining room in connection with its present suite. The Rickford

The Harvard Forestry School, which has always kept in close touch with the lumber industry plans through co-operation with the Harvard University next fall a two-year course in the business of lumbering. This radical departure in a classic institution is reported to be at the request of prominent lumber interests of the country, and will doubtless be an sound principles of economy, efficiency and conservation in all departments of manufacture and distribution.

The Interstate Commerce hearing on the advance in rates on the Boston & Maine railroad and the Maine Central was held at Boston March 26. Lumber rates occupied much of the session, and after a vigorous protest for the lumbermen by Charles S. Wentworth, the examiner requested him to prepare a brief for submission to the commission and suspended the rates for ten days, pending further investigation.

## BALTIMORE

were sold at auction April 16 to a committee of creditors for $85,000. The committee is headed by Douglas H. Thomas, the president of the Mechanics-Mechanics National Bank; the other members being E. R. Turnbull of Norfolk, representing the Rowland Lumber Company, of that city, and E. F. Hawthorne, of New York, acting for the Atlantic Coast Lumber Company. The firm of Geo. F. Sloan & Bro. went into the hands of receivers several years ago, and the property has since then been idle. The Sloan Lumber Company, of which Fisher Sloan is president, succeeded in the wholesale business, but did not undertake the operation of the planing mill. Baltimore banks were among the largest creditors.

The question of switching charges which has engaged the attention of shippers for years and has been made the subject of energetic fights, is once more in a state of agitation, the Interstate Commerce Commission having handed down an order on April 15 compelling the Pennsylvania Railroad Company to postpone the fixing of $5 per car as the switching rate until August 13. The increase was to have become effective April 15. Meanwhile, further evidence as to the justice of the charge is to be taken. Pending the outcome of this case, the Baltimore & Ohio Railroad Company, which was to have advanced its rate in May, will probably take no action. The proceeding against the Pennsylvania was undertaken by the traffic bureau of the Merchants' and Manufacturers' Association of Baltimore in the interest of the shippers. The matter has been Public Service Commission in one shape or another for several years, the last order in the controversy having been in favor of the railroads. The shippers maintain that the charge of $5 per car is too high, and will endeavor to have it enjoined.

G. F. Larssen, representing the well-known firm of F. W. Barth, of Duesseldorf, Germany, importers of American hardwood lumber and logs, stopped in Baltimore ten days ago on the way to the Pacific coast. While here he stated that the stocks of logs on the other side were very large, and he urged, as has every other foreign visitor for some time past, that shipments be curtailed. Mr. Larssen is visiting the Pacific coast, it is supposed, to see about the chances for lumber shipments after the opening of the Panama canal.

Word was received by R. E. Wood, president of the R. E. Wood Lumber Company, a week ago from White Pine, near Wellsburg, Pa., that Frank Hylard, who operated a saw mill at that place, had accidentally slipped and fallen on the saw, being virtually cut to pieces. Mr. Hylard's son witnessed the accident. Mr. Hylard was about [illegible] old and had been engaged in the saw mill business for a long time. He is survived by his wife and three children.

Charles W. Stow, known in his day as the "father of the mahogany trade" in Baltimore, died at the home of his son-in-law, Henry P. Duker, of the firm of Otto Duker & Co., the well-known lumbermen, March 26. Mr. Stow was eighty years old and withdrew from the lumber trade a quarter of a century ago, after securing a position in the Baltimore postoffice, which he held until last year. He is survived by his wife, a son, and a daughter.

Fritz Wegfrass, representing Carl Wegfrass, of Hamburg, Germany, an extensive importer of American hardwood logs, stopped in Baltimore two weeks ago on his way to Pittsburgh. He stated that stocks on the other side were large and prices low, and he advised against promiscuous shipments from this side.

## COLUMBUS

The Herdman Sash, Door and Lumber Company of Zanesville, O., has started the erection of a $10,000 addition to its plant.

The Greaves-Klausman Tool Company of Cincinnati has been incorporated with a capital of $150,000 to manufacture and deal in woodworking machinery. William A. Greaves, Samuel H. Beck, C. H. M. Atkins, Thomas McEvilley and C. N. Niehaus are the incorporators.

The Binns Machine Company of Canton, O., has been incorporated with a capital of $25,000 to make and deal in woodworking machinery. I. R. Binn, W. G. Webb, E. J. Kress, E. D. Myers and E. A. Crossley are interested in the new firm.

The authorized capital of the Clyde Cooperage Company of Clyde, O., has been increased from $60,000 to $100,000. At a recent meeting of the board of directors of the company J. S. MacLean of Toledo, was elected second vice-president. The new vice-president will be in charge of the financial end of the business and will look after the sale of the $40,000 additional stock recently authorized.

The Ohio Lumber Company of Newark, O., and the Enterprise Manufacturing Company of Tiffin, O., have gone out of business.

The Hewitt & Boden Company of Athens, O., has been incorporated with a capital of $50,000 to take over the business formerly conducted under the name of the Hewitt & Boden Parquet Flooring Company. The incorporators are John C. Hewitt, James H. Boden, Earl C. Logan, Samuel M. Johnson and D. Scott Allen.

The Lyman-Hawkins Lumber Company of Akron, O., has been granted authority to increase its capitalization from $50,000 to $150,000.

The capital stock of the Wildermuth Bending Company of Columbus, has been increased from $25,000 to $50,000.

The Hay-Maphet-Roy Company of St. Bernard, O., has been incorporated with a capital of $75,000 to deal in lumber, by William B. Hay, C. W. Platt, G. A. Hoy, D. McClaren and Marmion L. Freeman.

At Dayton, the D. L. Sweeney Furniture Company with an authorized capital of $10,000 has been chartered to make all kinds of furniture.

R. W. Horton of the W. M. Ritter Lumber Company, says trade with his concern is good when the present business conditions are taken into consideration. Buying is being done largely by retailers though some factories are also buying stocks. Dealers are preparing for the spring rush of building which is just starting. The prospects for active building are bright not only in the city of Columbus but also in the smaller points in Ohio. Dry stocks are not very large and prices are generally well maintained.

John R. Gobey of the company bearing his name, reports a fairly good demand for hardwoods with prices about the same as a fortnight ago. He believes the prospects for the future are good and anticipates a fairly good demand from this time on.

A. C. Davis of the A. C. Davis Lumber Company, says the demand for hardwoods has been good, with prices well upheld.

Sales Manager Sisson of the Sowers-Leach Lumber Company, says the demand for hardwoods is fair and prices are good.

## INDIANAPOLIS

St. Clair Parry, president of the Parry Manufacturing Company, has returned from a two months' visit to Europe.

W. W. Knight of the Long-Knight Lumber Company, has been elected vice-president of the Indiana Coliseum Hotel Company which is to build a twelve story hotel and coliseum in this city.

The lumber business of W. L. Brown at Lawrence has been incorporated under the name of the William L. Brown Lumber Company with $12,000 capital, those interested in the company being Mr. Brown, Laura B. Brown and Francis B. Walker.

A strong base ball team has been organized by the employes of yard No. 2 of the Capitol Lumber Company. E. C. Cawthon has been elected manager. Games are being arranged with some of the strongest amateur teams in the state.

J. N. Halstead, J. T. Roberts and E. W. Halstead have organized the Halstead-Roberts Lumber Company at Brazil, which has been incorporated with an authorized capitalization of $6,000 to conduct a general lumber business.

MEMPHIS

L. Sondheimer Co.
Wholesale Manufacturers and Exporters
RED GUM
SAP GUM
COTTONWOOD
CYPRESS
ASH
PLAIN OAK
QUARTERED OAK
HICKORY
SOFT ELM
SYCAMORE
All Grades and Thicknesses
We make a specialty of mixed cars of Sap and Red Gum, One-half to Two inches thick.

Tschudy Lumber Co.
MANUFACTURERS OF
St. Francis Basin Hardwoods
Specials for Immediate Shipment
BAND SAWN. DRY. 60% 14 AND 16 FEET LONG
50,000 ft. 1" 1sts & 2nds Plain White Oak
25,000 ft. 1" Log Run Maple
50,000 ft. 1x13 to 17" Yel. Cottonwood Box Boards
60,000 ft. 1x6 & wider 1sts and 2nds Yel. Cottonwood
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VANDEN BOOM-STINSON LUMBER COMPANY
Manufacturers Southern Hardwoods
Ash a Specialty
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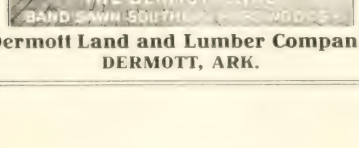
TIMBER ESTIMATES
REPORTS INCLUDED
TOPOGRAPHICAL MAP, DETAIL ESTIMATES & WRITTEN REPORT
GARDNER & HOWE
ENGINEERS
Clarence W. Griffith Department Manager. Porter Building. Memphis, Tenn.

The Mossman Lumber Co., Inc.
Manufacturers
plain and quartered red and white oak, ash, gum and poplar.
ALSO FULLY EQUIPT DIMENSION PLANT
Memphis, - - Tenn.

OUR STOCK OF
*BAND SAWN*
**Southern Hardwoods**
is one of the most complete
and largest in the state
We can readily fill any requirement in
**RED GUM**
*Oak, Ash, Elm*
ADDRESS ALL COMMUNICATIONS TO YOUR INQUIRIES
**THE LANSING CO., Parkin, Ark.**

**ITEMS OF INTEREST**
**DRY STOCK**
**PROMPT SHIPMENT**
1 CAR 4/4 No. 2 COMMON BIRCH ROUGH
1 CAR 5/4 No. 2 COMMON BIRCH ROUGH
1 CAR 4/4 No. 2 COMMON BASSWOOD ROUGH
2 CARS 8/4 No. 2 COMMON BASSWOOD ROUGH
1 CAR 4/4 No. 2 COMMON ASH ROUGH
2 CARS 5/4 No. 2 COMMON ASH ROUGH
2 CARS 6/4 No. 2 COMMON ASH ROUGH
2 CARS 4/4 No. 2 COMMON SOFT MAPLE ROUGH
1 CAR 16/4 and 18/4 HARD MAPLE BOXED HEARTS
1 CAR 4/4 and wider ROCK ELM BOXED HEARTS
**STEVEN & JARVIS LUMBER CO.**
EAU CLAIRE WISCONSIN

W. T. THOMPSON VENEER CO.
SAWED
QUARTERED OAK VENEER
**We Have Nothing But Flat Dried Stock**
EDINBURGH, INDIANA



**Dermott Land and Lumber Company**
**DERMOTT, ARK.**

[illegible] flood prevention and prepare recommendations for legislation which will be unwilling to the committee next January. [illegible] members, one being appointed from each congressional district. Among the members are E. W. Shirk of the Indiana Manufacturing Company, Peru; W. H. Showers of Showers Brothers, Bloomington, and Benjamin Bosse, a furniture manufacturer, of Evansville. In the flood of March, 1913, [illegible]

## MEMPHIS

The ordinance which insurance interests here sought to have passed [illegible] the board of commissioners and [illegible] The only the controversy that has been waged with considerable emphasis for some time. Commissioner Thomas Dies, having charge of public utilities, building, etc., flatly opposed the measure and his associates on the board concurred with him. Manufacturers and distributers of shingles opposed the ordinance and the Lumbermen's Club of Memphis recently made the matter the subject of vigorous resolutions of protest.

Busse & Burgess, Inc., whose new band mill was recently destroyed by fire here, has awarded contract for the necessary machinery to replace this, and work is to begin at once. It is estimated that it will take about five months to get the new plant in readiness for operation. In the meantime the firm will have its sawing done by other mills here, so that it will be able to carry out its present contracts as well as any [illegible]

The Southern Hardwood Traffic Bureau is now comfortably installed in a new suite of offices in the new half of the Bank of Commerce & Trust Company building. It is located on the fourteenth floor. R. J. Darnell, Inc., too, has recently removed from the Exchange building and has offices adjoining those of the Southern Hardwood Traffic Bureau. The Gum Lumber Manufacturers' Association is in the same building, having a handsome suite of three rooms furnished where possible with furniture and fixtures made of red gum. It is also finished in this wood and presents a very striking illustration of the possibilities of red gum.

An informal entertainment was given by the Hoosier Society of Memphis, which was organized here a short time ago, at the Hotel Chisca during the past week. A very large number of lumbermen are identified with the organization which exists for purely social purposes. F. E. Stonebraker, one of the best-known lumbermen here, is chairman of the entertainment committee and in that capacity had charge of the function held during the past few days.

George C. Brown & Co., who closed down their big mill at Proctor, Ark., before the Christmas holidays, in order that they might reduce their stocks before the flood season, have resumed operations and are now working at full capacity. The firm has a full supply of timber ahead and is congratulating itself over the brilliant prospects for escaping a repetition of the flood damage experienced during the two preceding seasons. Several other mills in the path of the usual floods, too, have resumed operations recently and are making good progress in cutting lumber.

[illegible] on the levee system in North Memphis which is designed to prevent a recurrence of the flood damage experienced by lumber interests and others in that part of the city. Contracts have been awarded for the digging of two tremendous drainage tunnels about fifty feet below the surface of the city. This is the first work to be undertaken and it is estimated that it will take practically a year for its completion. Later contracts will be awarded for the construction of a fifty-foot levee in Memphis. The entire plans will involve an outlay of about $1,500,000 and will result in the most elaborate system of flood protection anywhere in the South with the possible exception of New Orleans. Lumber and woodworking interests will benefit appreciably by this work.

Busse & Burgess, Inc., have sent a check for $200 to the Firemen's Relief Fund here in token of their appreciation of the effective work done by the department during the fire which recently destroyed their plant. The flames were confined to the mill proper and several million feet of lumber on the yards were saved.

John M. Pritchard, secretary of the Gum Lumber Manufacturers' Association, has received notice of several prominent structures that will be finished in red gum, including the Fort Dearborn and Morrison hotels in Chicago and Hotel Deming in Terre Haute, Ind. There is also a church at Hot Springs, Ark., that will be finished in this material. The amount of red gum required for all of these buildings is quite extensive, one of them alone needing 800,000 feet.

B. W. Davis & Son have begun the erection of a planing mill at Heber Springs, Ark. The necessary buildings are being erected and as soon as they have been completed the machinery will be installed and the plant will be placed in operation.

The Crenshaw-Gary Lumber Company and the Riel Lumber Company

have installed in their offices in the Bank of Commerce & Trust Company building a desk and chair made entirely of red gum. The former company is a large manufacturer of gum at its mill at Richey, Miss., and has taken this means of impressing its visitors with the possibilities of this particular material. It is asserted by members of the two companies that there is not another piece of furniture in Memphis, outside of a special exhibit, made entirely of this material.

F. E. Gary, general manager of the Baker Lumber Company, Turrell, Ark., and one of the joint owners of the Crenshaw-Gary Lumber Company, has recently returned from attending the annual meeting of the McCarroll Lumber Company, Holden, La., of which he is one of the directors. This company operates a double band mill, one side being used for the manufacture of hardwood lumber and the other for the cutting of yellow pine.

George D. Burgess of Russe & Burgess, Inc., has recently returned from a business trip to Cairo, Ill.

F. B. Robertson of the Anderson-Tully Company, is back from a visit to Vicksburg, Miss., where the firm operates two sawmills and a large box factory.

Otis A. Felger, one of the stockholders in the Memphis Band Mill Company, of Memphis, but having his headquarters in Grand Rapids, Mich., has been a visitor here during the past few days.

Philip A. Ryan, who was prominently identified with the hardwood lumber industry of Memphis for a number of years but who is now at the head of the Philip A. Ryan Lumber Company, Onalaska, Tex., has been circulating among his many friends here this week.

## NASHVILLE

Efficiency from a scientific standpoint is being given a test at the big plant of the Nashville Hardwood Flooring Company in this city. Dr. Henry Mace Payne, C. E., Ph. D., Sc. D., representing a New York firm of engineers, with several assistants, has been employed in establishing standard costs of operation at the big plant. The work applies to the handling of lumber, the utilization of power, and the most scientific methods in all departments. The engineers make a study of the entire plant, and then report their findings and recommendations. Dr. Payne delivered an address before the Commercial Club, in which he showed that wonderful savings can be made by scientific methods. At one mill new machinery was being considered to get more power, where a scientific engineer had only to change the style of belts in order to get much more power than was needed. He showed how heavy reductions can be made at some plants in stacking and handling lumber. He also extended his address to many industries.

The main building and band sawmill plant of the Hardwood Lumber Manufacturing Company, at Tullahoma, Tenn., was destroyed by fire April 19, causing a loss of over $20,000, with $11,500 insurance. The plant has been closed down. It was formerly owned by the Greenfield-Talbot Furniture Company, of Nashville, but had been taken over by Tullahoma men, and leased to the Hardwood Manufacturing Company, of which Harry Parker was president.

The Nashville Lumbermen's Club has filed a complaint with the Interstate Commerce Commission against the Louisville & Nashville and twenty-five other railroads, asking for more reasonable transit privileges at Nashville, and alleging discrimination in favor of several cities on the Ohio river. More reasonable "policing" of milling-in-transit of logs will also be asked.

The Nashville Lumbermen's Club has decided to attend the annual convention of the National Hardwood Lumber Association in Buffalo June 18-19 in great style. It was decided that the club will attend in a body, and will also make a tour in chartered cars of the North and East in the interest of the Nashville hardwood market. The trip will extend over a period of ten days. The party will leave Nashville, June 14, be at Cincinnati, June 15, at Detroit June 16-17, at Buffalo convention June 18, 19 and 20, at Niagara Falls, June 21, at Rochester June 22, at Syracuse and Albany June 23, and arrive at New York City June 24. Hamilton Love is chairman of the committee on arrangements. It is expected that the trip will be a great boost to the Nashville hardwood market. The following firms are members of the club, and it is expected all will be represented: J. W. Alford & Co., Baker, Jacobs & Co., Davidson, Hicks & Greene Company, Dunlap Lumber Company, Farris Hardwood Lumber Company, Hunt, Washington & Smith, Lieberman, Loveman & O'Brien, Loevenhart & Co., Love, Boyd & Co., H. A. McCowen & Co., J. Gibson McIlvain & Co., Morford Lumber Company, Nashville Hardwood Flooring Co., John R. Ransom & Co., Silber Lumber Co., Tennessee Hardwood Lumber Company, Tennessee Oak Flooring Company, and Wistar, Underhill & Nixon.

The Nashville Lumberman's Club has appointed P. J. Loevenhart as its representative on the southern trade expansion tour to be taken the week of May 17-24 on a special train under the auspices of the Nashville Commercial Club. The trip will include Birmingham, Montgomery, Mobile, New Orleans, Jackson, Miss., and Memphis. Several of the lumber firms will have representatives.

President Henderson Baker of the Nashville Lumbermen's Club has been appointed a member of the board of governors of the Commercial Club, and the lumber organization will affiliate with the central business men's organization.

The Tennessee Manufacturers' Association met in annual session in Nashville and elected the following officers: T. F. Bonner, Nashville, president; C. C. Gilbert, Nashville, secretary. The headquarters will be in Nashville. The workmen's compensation problem was given much consideration.

## LOUISVILLE

D. E. Kline of the Louisville Veneer Mills, is running for president of the Louisville Commercial Club, one of the largest commercial bodies in the country, against his choice. He declined nomination when his name was put up by a committee of the club, but the board of directors refused to permit him to withdraw. The annual meeting will be held in May.

The Louisville Hardwood Club is planning an investigation of fire insurance rates, reports from some of its members showing that a wide divergence in rates exists. It is said by those familiar with the situation that the fire insurance companies have never applied the Dean schedule to local lumber yards, though this is conceded to be the only proper rating system. Rates now in effect are the outgrowth of the application of the old mercantile schedule of the Louisville Board of Fire Underwriters, which had control of the rate situation until a few years ago. It is believed, however, that as soon as the present troubles between the fire insurance companies and the state are concluded, the companies will proceed to apply the Dean schedule.

The Edward L. Davis Lumber Company is much pleased with its new operation near Lottie, La. It recently purchased a mill there and has put it in operation with J. E. Davis, vice-president of the company, in charge. It will make principally ash, cottonwood and gum. The company will continue to operate its Louisville plant.

It is reported on good authority that the Louisville & Nashville Railroad Company will shortly put a $4 car-spotting charge into effect. The road has not yet made official announcement on the subject, but expects to do so shortly, traffic officials have explained. The railroads, according to the impression which has been created here, would prefer not to make the spotting charge; and in view of the fact that $4 a thousand is an extremely heavy burden, adding about 27 cents a thousand to the cost of the lumber involved, it is possible that the carriers are planning to make the new arrangement so unpopular as to cause a protest to be made to the Interstate Commerce Commission.

An investigation was made recently of advance in rates which have been made by Southern railways, as shown in Hinton's Tariff No. 1

RED GUM
(Leading Manufacturers)

ARCHER LUMBER COMPANY
HELENA, ARKANSAS
Manufacturers of
HARDWOODS
SEND US YOUR INQUIRIES
We can furnish your entire requirements in Hardwoods
OUR SPECIALTY — RED GUM

St. Francis Basin Hardwood
2 cars 4/4 No. 1 common and better qtd. White Oak—shop dry.
5 cars 4/4 1st and 2nd Plain White Oak—bone dry.
2 cars 4/4 No. 1 common Plain White Oak, 6" and up—bone dry.
5 cars 4/4 No. 1 common and better Red Gum—shop dry.
5 cars 4/4 No. 1 common and better qtd. Red Gum—bone dry.
SPECIAL PRICES FOR PROMPT SHIPMENT
Send us your inquiries
Geo. C. Brown & Company
(Main Office) Proctor, Arkansas
(TWENTY MILES WEST OF MEMPHIS ON C. R. I. & P. RY.)

# RED GUM

Leading Manufacturers

## MILLER LUMBER CO.

**Marianna, Arkansas**

We offer for immediate shipment the following stock 12 months and over dry:

[illegible]

THE FOLLOWING, SIXTY DAYS TO SIX MONTHS DRY

[illegible]

## Our Corps of Inspectors

Intelligent! Highly Trained!

Conscientious!

is assurance that you will get what your order calls for when you buy Gum from us

**Himmelberger-Harrison Lumber Company**

Cape Girardeau, Missouri

## Band Sawed Stock

6 cars 4/4 1sts & 2nds Red Gum
10 cars 4/4 No. 1 Com. Red Gum
10 cars 4/4 1sts & 2nds Sap Gum
20 cars 4/4 No. 1 Com. Sap Gum
4/4 Gum Panel and Gum Box Boards
and all grades of 4/4 Oak and Ash

## JONES & DUNN, Jennie, Ark.

**Manufacturers Band Sawed Hardwoods**

## BLISS-COOK OAK CO.

**BLISSVILLE, ARK.**

MANUFACTURERS

Oak Mouldings, Casing, Base and Interior Trim. Also Dixie Brand Oak Flooring.

**As Well As**

**OAK, ASH and GUM LUMBER**

Can furnish anything in Oak, air dried or kiln dried, rough or dressed

MIXED ORDERS OUR SPECIALTY


[illegible]

Reid Brothers, the well-known timber dealers of Elizabethtown, Ky., [illegible] of increasing their capital stock, which is raised from $150,000 to [illegible]

[illegible] men with a capital stock of $150,000 and will establish a plant at [illegible] Indiana Terminal Railroad Company, will be the active manager in charge of machinery purchases, it is stated. Frank S. Cook, a local retail [illegible]

J. C. Williams, [illegible] returned from a trip abroad, spending several months on the other side investigating trade conditions. He found that business generally is quiet, and does not look for much increase in the volume of trade until [illegible] down by the midsummer rains last year has affected conditions, he said, the Liverpool and other leading timber markets having more than they can absorb. The Mexican situation is not expected to interfere with the Mengel company's operations in Yucatan, as the lumber camp is far from the scene of the hostilities.

## BRISTOL

With improved weather conditions there is more activity in manufacturing [illegible] and several important new plants will soon be put into operation.

The Sulphur Springs Lumber Company last week purchased from Charles F. Hagan and the city a tract of timber at Clinch, Scott county, Va., at a consideration of $60,000, and will at once install a mill and build an eight-mile tramroad.

Congressman Sam R. Sells of the Sells Lumber & Manufacturing Company [illegible] to Washington. He reports that he has just completed the installation of electric power in his plant at Johnson City. He does not think the business outlook is very encouraging, due to the tariff and disturbed business conditions.

The Bristol Planing Mills will soon begin shipping from its new operation near Abingdon, Va.

Referee H. H. Shelton this week decided the last of the contested claims in the J. A. Wilkinson Lumber Company bankruptcy case, so that a dividend will be paid at an early date. He refused to allow the $50,000 claim of Price & Pierce, Ltd., of London, holding it to be a personal obligation of J. A. Wilkinson. He decided that the $26,000 advanced by the Commercial Credit Company of Baltimore did not represent a sale of the invoices for goods sold, but was a loan merely secured by the invoices and that the company must make a settlement. He allowed all the claims of the innocent holders of kited notes, given without any consideration to the J. A. Wilkinson Lumber Company, Inc.

The Peter-McCain Lumber Company has completed the cutting of its timber in the Holston mountains and its band mill here will be idle until it determines whether the new timber in Johnson county will be cut and the logs shipped here or whether a mill will be established near Butler. The planing mill here will continue to be operated full time.

## ARKANSAS

[illegible] the United States district court of this place awarded a judgment of $250.00 to the J. H. Hamlin & Sons Stave Company of Little Rock against the Illinois Central Railway Company. The claim for damage arose out of a shipment of staves from Little Rock to Buenos Ayres. The stave company shipped the staves to Memphis over the Rock Island Railroad, and from there the shipment was taken by the Illinois Central Railway Company over its line to New Orleans, under a contract to forward the staves by steamship to Buenos Ayres. When the shipment arrived at New Orleans, the steamship company agreeing to forward the shipment of staves had gone into bankruptcy, and the Illinois Central Railway notified the J. H. Hamlin & Sons company that the shipment of staves was held subject to order. The staves were taken by rail to Mobile and from there shipped to Buenos

[illegible] case, held that the Illinois Central Railway Company, being the initial carrier, was liable to the stave company for the extra cost.

On April 17, the United States district court at Monroe, ordered Special Master Andrew A. Gunby, to sell the entire holdings and equipment of the Arkansas, Louisiana & Gulf Railway. This road is sixty-five miles in length, and runs from Hamburg and Crossett, Ark., to Monroe, La. It is said that the sale was advised by the receiver, who stated that this was the only means by which the road's affairs could be satisfactorily wound up.

On April 8, the Major Stave Company of Arkadelphia, Ark., filed a complaint with the Interstate Commerce Commission at Washington, D. C., against twenty Texas railroads, charging them with maintaining exorbitant and discriminatory rates from Ashdown and Arkadelphia, Ark., to Houston, Texas City and Galveston, Tex., on staves and heading in carload lots.

The Chess & Wymond Stave Company of Louisville, is moving its stave mill from Bickle's Cove to Turkey Creek in Stone county. This company has recently purchased 300,000,000 feet of white oak timber to be taken from the Ozark National Forest in Stone county, and the company is now installing two large stave mills for manufacturing the timber.

Last week the Chess & Wymond Stave Company received a car load of very fine work mules from Louisiana to be used in its logging operations in that section. The company now has about 100 teams of mules engaged in this work in Arkansas.

Guy L. Burke of Little Rock has recently resigned his position as manager of the Jones Furniture Exchange, and accepted a position with the Fee-Crayton Hardwood Lumber Company, hardwood manufacturer of Dermott, Ark. Mr. Burke will be secretary-treasurer of the company, with offices at Dermott. He was formerly in the employ of the Fee-Crayton company as assistant secretary, but resigned his position there in April, 1911, to accept his position with the Jones company.

The Farris-McGrew Lumber Company of Kansas City, Mo., which is organized under the laws of the state of Missouri, with a capital stock of $100,000 on April 14 filed certificate with the secretary of state of Arkansas, asking permission to do business in Arkansas.

The Lorays Timber Company of Lorays, Ark., filed articles of incorporation with the secretary of state on April 8. The new company is incorporated with capital stock of $5,000.

On April 16, John Parsons was appointed receiver by the Pulaski chancery court to take charge of the assets of the Little Rock Stave Company. The appointment of a receiver came as the result of a petition filed by local stockholders, who stated that the company had recently met with financial reverses, and that at present its liabilities exceeded its assets.

On April 8, the Diamond Lumber Company of Ashdown, Ark., also filed articles of incorporation with the secretary of state. This company is capitalized at $8,000 and has for its president W. H. Adams.

The Whelen Logging Company of Whelen Springs, Ark., is preparing to lay track from its right of way from Whelen Springs to the Ouachita river. The road will be used for transporting logs from the river to the three mills now operating in Whelen Springs.

Friday and Saturday, June 5 and 6, have been selected as the dates for holding the tenth annual convention of the Arkansas Association of Lumber Dealers. The convention will be held in the Marion hotel at Little Rock, and it is expected that a large representation of the retail lumber dealers throughout the state and the Southwest will attend this convention. The afternoon and evening of the second day will be given over to the Hoo Hoo. A concatenation will be held in the afternoon and some form of entertainment will be provided for the evening.

Frank Neimeyer of the A. J. Neimeyer Lumber Company of Little Rock, has recently been named as vicegerent for the central district of Arkansas to succeed T. J. Gay. Mr. Gay has invited the local members of the order to attend a smoker to be given at the Marion hotel on the night of April 25 in honor of Mr. Neimeyer.

Mr. Neimeyer is well known among the Hoo Hoo and lumbermen throughout the state, and it is predicted that his administration will meet with success.

## WISCONSIN

The Sheboygan Upholstering Company has been incorporated at Sheboygan by the purchasers of the Central Upholstering Company plant on the Lyman flats. The new concern which will operate the plant is capitalized at $25,000. Charles Honold, William Kaufmann, Alfred Muehlenberg and Otto Mahnke are the incorporators.

The Wisconsin Woodworking Company at Two Rivers has begun the operation of its new basket manufacturing department in charge of J. Hulbert of South Milwaukee. Baskets and hampers will be manufactured from veneer cut at the plant which has one of the most complete veneer mills in the state.

The Millard Manufacturing Company of Appleton Junction, is working a full crew at this time and expects to expand rapidly and engage additional help. The capacity of the plant is now 25,000 butter tub hoops daily which is expected to be increased shortly. Although there is plenty of black ash on hand a large amount has been contracted for and will enable the plant to run a long season.

The Vaughn Manufacturing Company of Jefferson, has added the


RED GUM
(Leading Manufacturers)

Quartered Red Gum
Plain and Quartered Gum, Two Years on Sticks
4/4", 5/4", 6/4" and 8/4" Thicknesses
3" No. 1 Common and Better Soft Elm Bone Dry
Mark H. Brown Lumber Company
Hardwood Manufacturers Mounds, Ark.
Eleven Miles West of Memphis, Tenn.
Address Sales Dept., P. O. Box 337, Memphis, Tenn.

Baker-Matthews Manufacturing Co.
Sikeston, Mo.
Band Sawn
Southern Hardwoods
SPECIALTIES
RED GUM, PLAIN OAK
SEND US YOUR INQUIRIES

WE OFFER THE FOLLOWING
Band Sawn Stock
4/4 Com. & Better Sap Gum
4/4 Com. & Better Red Gum
6/4 Com. & Better Red Gum
5/4 & 8/4 1s & 2s Red Gum
Quartered and Plain Red and White Oak
This stock contains a good percentage of 14' and 16' lengths and is of excellent widths
W. W. GARY, INVERNESS, MISS.
HARDWOOD LUMBER AND LOGS

OUR SPECIALTY
St. Francis Basin Red Gum
WE MANUFACTURE
Southern Hardwoods
Gum, Oak and Ash
J. H. Bonner & Sons
Mills and Office. QUIGLEY, ARK.
Postoffice and Telegraph Office. HETH, ARK.

# Walnut for Export

A lot of splendid assorted **American Walnut** logs, squared up and ready for export, are shown in the above photograph, which illustrates a section of our exporting yard at Kansas City.

All work, from the selecting of the trees in the woods to the final loading, is done by men trained in our employ and is under our close personal supervision.

Hence we can guarantee satisfaction in both export and domestic shipments.

**FRANK PURCELL**
**Kansas City, Mo. U. S. A.**

# Car Bunks
OF
"ANDREWS"
MAKE

Are different.
Are smooth running.
Are better constructed.
Are cheaper in the long run.
*— Than Any Other Make*

*Supplied in all sizes by*

The A. H. Andrews Co.
115-117 S. Wabash Avenue
CHICAGO


[illegible] new dry kiln at its chair factory. The kiln will be used principally [illegible]

Chippewa Falls has secured another lumbering industry addition in the Theo. Flitz & Sons Company, manufacturer of boxes and veneer [illegible] Sterzick of the Northwood Furniture Company, money for a site and a modern fireproof factory has been subscribed and a plant will be erected at Chippewa Falls for the Flitz concern. Better railway shipping facilities was one of the reasons for the removal from Cadott.

Work has been started on the construction of extensive improvements and additions to the plant of the James Manufacturing Company at Fort Atkinson. The new extension will be of concrete, brick and wood and will be equipped with the latest type of machinery for the manufacture of farm equipment and similar wood products.

The Luther & Strange Lumber Company, of Wausau, is engaged in cutting a shipload of four-inch rock elm plank which will be shipped to Philadelphia and from there by boat to South Africa to be used in the mines. The contract was made through the Wheeler-Tinulin Lumber Company.

Fire which threatened the entire plant of the Superior Manufacturing Company did damage of over $10,000 when it destroyed the cooper shop of the concern.

The Klunzel Lumber Company has been organized at Merrill with C. J. Klunzel, vice-president of the Lincoln County Bank, at the head and A. H. Strange and others interested. The new firm has taken over the Wright sawmill and holdings in that city, and has arranged for the supply of raw material for a period of fifteen years. The mill was erected four years ago along modern lines, replacing the one destroyed by fire.

The State Railroad Commission has reduced the log rate inaugurated last January by the Bayfield Transfer Company on complaint of the Washburn Lumber Company of Bayfield.

John A. Johnson, who has been in charge of the interest of the G. W. Jones Lumber Company of Appleton at Washburn, has removed to Ashland. The Jones concern has purchased the entire hardwood cut from the Iron River Lumber Company and a crew is engaged in inspecting and shipping the same.

F. C. Hannahs of the Hannahs Manufacturing Company, of Kenosha, has been elected to the executive board of the Manufacturers' Association of Kenosha, which recently held its sixth annual meeting. The association represents thirteen Kenosha manufacturing concerns whose purpose it is to establish co-operation, conduct an employment bureau, etc.

The Wisconsin Railway Commission has reduced Milwaukee switching charges, which will be of interest to lumbermen who use railway transportation in this territory. In November, 1911, the Milwaukee road fixed a new rate for switching in the Milwaukee terminal district which the commission revoked upon evidence that the old rate was increased about 80 per cent. A new rate, ordered by the commission, is 1 cent per 100 pounds for switching carload freight in Milwaukee terminal district. A charge of $5 for a minimum weight of 50,000 pounds and $6 for a minimum of 60,000 pounds is permitted under the rule. The commission also ruled that on shipments to or from connecting lines and to and from industries on the Milwaukee road, destined for or leaving Milwaukee road team tracks, the general switching rate should be 1 cent per 100 pounds. No changes are made in reciprocal rates.

The will of Charles A. Galloway, lumber manufacturer of Fond du Lac, was filed and disposed of an estate of $140,000, consisting of $125,000 personal property and $15,000 real estate. The bulk of the estate is divided among the widow and children, providing immediate and annual payments.

## *The Hardwood Market*

### CHICAGO

The continuance of the strike of brick handlers, which has now spread to brick haulers, has effectively tied up building operations in this city, with the result that lumbermen counting on building trade for a goodly percentage of their business are finding conditions extremely slack. It

*The following are representative letters from users of*

# Perkins Vegetable Veneer Glue

**USED ONE YEAR**—"Since using your glue we have had practically no trouble with loose veneers. This was our greatest source of trouble when using ——— Company glue. Furthermore, we are economizing a good deal in our glue bills."

**USED TWO YEARS**—"We have been using your glue for some time now and take great pleasure in recommending it. It has been giving splendid satisfaction in every way and our relations with your firm have been exceedingly pleasant."

**USED THREE YEARS**—"We trust that our relations will be as satisfactory during the term of this renewal contract as they have been during the past three years."

**USED FOUR YEARS**—"If we had been using hide glue in our factory this winter we would have had to shut up shop, because it was impossible for us to heat our building and if we had used glue which requires heat in application, we could not have glued up anything."

**USED FIVE YEARS**—"Since going through your factory I can understand why your glue always runs absolutely uniform, and that is on account of the great care which you use in its manufacture."

**USED SIX YEARS**—"Mr. M—— said that if Perkins Glue had no cost or adhesive qualities above animal glue, which, however, he considered it had in both cases, he should not consider discontinuing its use because of the greater advantages and convenience of application, one of these being they could keep doors and windows open. Said they had no trouble and were perfectly satisfied with results obtained."

**USED SEVEN YEARS**—"We have just completed our figures on the cost of spreading glue at our North factory for the past year and while your guarantee was to save 20%, we find that we have gone considerably over this amount."

(*We have many more that read like this*)

Let us furnish you the names of these customers to whom you can write for further information.

## PERKINS GLUE COMPANY

*Originators and Patentees of Perkins Vegetable Glue*

**806 J. M. S. Building** **South Bend, Indiana**

# Mahogany and Circassian Lumber & Veneers

¶ The largest assortment of finest figured Mahogany Logs, Lumber and Veneers in the country can be found at the Chicago plant of C. L. Willey.

¶ We are just in receipt of fifteen cars of remarkably superior Circassian Walnut Logs, large size, well-figured and of good color, which are now being cut into Veneers.

¶ A visit or correspondence from discriminating buyers of all varieties of fine Imported and Domestic Cabinet Woods in Lumber and Veneer is solicited.

¶ You will not only find the Willey warehouses well stocked with a superb collection of Circassian, Mahogany, Vermilion, Black Walnut and other fancy foreign and domestic lumber and veneers, but buyers are assured of prompt and painstaking service, and a quality of product not usually obtainable.

¶ To visit the plant take Blue Island Ave. car at the postoffice to Robey Street.

## C. L. WILLEY, Chicago

*Largest Fancy Wood Veneer and Lumber producing plant in the world*


future.

## NEW YORK

disturbances are settled and the fear which seems to permeate the business atmosphere is dissipated. The latest turn in the Mexican situation which takes on the appearance of the crisis so long looked for and hoped for only as a step to an earlier settlement is another obstacle to overcome on the way back to real business activity. Local consumption of hardwoods is still way below normal for the season and the greater part of the buying is for mixed material. Yards and factories are not carrying large stocks and low prices have no influence. The best demand is for oak with ash, maple and birch in good call. The hardwood flooring market shows a slight decrease in values with only a fair volume of business going. The weather is all that could be wished for and it is natural to find some outdoor work in progress. The greatest activity is in the outlying districts and it is expected that the hardwood market will show some improvement as building operations

## BUFFALO

The hardwood trade has not shown much improvement during the past month, and the weather during a large part of the time was such as to interfere largely with the sale and utilization of building lumber. Storms and severe temperatures lasted much longer than expected, causing some disappointment at the different yards, where it was felt that the weather was a chief cause of rather quiet business. All hardwoods have been affected to some extent by this bad weather. Prices of stock have been reasonable enough in this market, being below those quoted at some mills.

The chief woods moving with a number of yards are plain oak and maple, though elsewhere it is stated that there is little marked activity in any wood and that all are on about the same basis in the demand. Maple is holding about as firm as any of the hardwoods, while sap birch is also holding well in price. Brown ash is doing fairly well. Poplar, chestnut and one or two other woods that are often fairly active are now doing little. Sound wormy chestnut is rather firm and in poplar little is doing except in the common grades.

## BOSTON

heavy buying are noticeably more scarce than in other years, there are also evidences of activity and confidence, among which may be noticed the resumption on full time of the great New Haven Car Shops at Readville, Mass. Some local factories are also unusually busy with almost an excess of orders.

To refer to particular woods, it may be fairly stated that a slight weakness seems apparent in plain-sawed oak, doubtless peculiar to the varying sources of supply in this market. Poplar does not seem to command any improved prices since its recent decline, and gum is also very freely offered without any strong demand in the eastern markets. There seem to be indications of a little better supply of black walnut, although prices are very firm and high. There is no thought of cutting quartered oak and quartered sycamore in price, and a late development is the call for quartered chestnut in limited amounts. Beech, contrary to most woods, is increasing in price, while maple and birch are not so favorably situated. Apparently hickory and cherry are still in small

## PHILADELPHIA

With the exception of the advance in trading contingent upon favorable weather conditions, the hardwood lumber situation remains quiet. Buying is restricted to actual requirements, and there is undeniably a lack of snap in trading. The disputable tariff and the kindred radical commercial and financial legislation in Washington, have very obviously

seriously disturbed the general business mood and its tendency. In the general opinion, logical or otherwise, that if Congress were to adjourn and let us home, things would adjust themselves and trade revive. The constant agitation, suspense and anxiety as to what will happen next, naturally interferes with the hope of a settled prosperity. The only really encouraging sign as to outlook, was the visit to this city recently of two buyers from England who are in the market for 500 cars of hardwoods.

Building work is advancing, and although no boom is expected, there is quite a large amount of this line of work under way, and yards are beginning to feel somewhat encouraged. Inquiries are coming in more freely than for some time, resulting in some good business. Some of the local firms claim that the March trading doubled that of the same month of 1913, while others report business below normal. The total amount of business since January 1, however, has averaged up fairly well, and prices are well maintained. Oak of all kinds holds steady; low grades of poplar and chestnut are in good demand. Gum, ash, maple, birch and beech show no trend.

## BALTIMORE

There is little of an especially encouraging nature to be said about the hardwood trade of this section, which remains rather uneventful, with the movement restricted and with prices easy. At the prevailing values lumber ought to be very attractive to the buyers, but the latter are not disposed to go beyond their present needs in the matter of commitments because the outlook is not especially reassuring and the general situation leaves much to be desired. It has been found by experience that the matter of price really cuts no big figure in the movement and that when business is good the buyers will purchase more freely, even at the high values, than they do when it is possible to get bargains, but when the prospects are uncertain no one can tell how long it may be necessary to hold stocks before they can be disposed of. With the general requirements more or less curtailed, the buyers are holding down to wants as they develop, and even the low prices that prevail do not go far to stimulate the inquiry, though it is also to be said that within the last two or three weeks a somewhat better tone has made itself felt in the trade. The wholesalers here report that they are finding the yards and other buyers somewhat more receptive to offers than was the case not so long ago, and that there are indications of a revival, not especially pronounced as yet, but none the less definite enough to leave no doubt that the requirements in the way of all kinds of hardwoods are rather larger than they have been. With more settled weather various activities wherein lumber is used have been prosecuted, with the result that the needs in this direction are greater. The builders, for instance, are calling for stocks to an extent wanting not so long ago, and it is also to be said that the wood working establishments, though not so dependent upon the weather, are showing an interest in lumber that serves to encourage the dealers. With the furniture factories at work on next season's goods, these establishments are more actively in the market and their purchases help to swell the total. The sawmills have all gotten back to work, and the production is materially larger than it has been. Good dry oak is none too plentiful at this time, while chestnut has not undergone any important modifications, sound wormy being called for with gratifying freedom and in quantities that keep down the assortments at the mills, but with other grades far less active. Poplar is quiet as to the lower grades, with the better kinds of lumber in fairly good request, while the rest of the list is just about where it was two weeks ago. Export conditions are still decidedly unsatisfactory, with the movement restricted, and with the range of prices on the other side too low to be remunerative.

## CINCINNATI

There is very little if any improvement in the hardwood situation. Dealers do not complain that business is suffering any more than last month, but other lines of trade are claiming a steady decline. Shipments and receipts are light. Dealers are not buying or ordering into yards here anything that is not needed, rather following the same policy as the buyers of the large wood consuming factories of this section, who are buying only just what they have to have. Inquiries are not quite so numerous as a few weeks ago, indicating a further dullness. Lumbermen are at a loss to solve the problem, there being no real reason as far as they can see for such a slump of so long duration. They are hopeful that a clearance of the political situation will have some good effect, and feel that as soon as the Interstate Commerce Commission will grant the 5 per cent increase in freight rates to the railroads they will start buying in liberal quantities lumber, pig iron and steel, which it is thought will have a tendency to start the ball rolling. This should also have a tendency toward the employment of the now thousands of idle workingmen.

Ash, as is usual, is very active, and both plain and quartered oak is in fair demand, moving steadier than other hardwoods. Poplar in good grades is hard to move, but low grades sell readily. High-grade red gum is very slow in movement, sap gum in the same grade, however, moving much more freely, while low grades of both are in very good request. Maple is a fair seller at this time and should there be a revival of the furniture trade, this wood will be in active demand, as it has come into much favor for that purpose. Cottonwood is in only


# Important Announcement

WHEN you attend the Forest Products Exposition in Chicago look for C-34 and investigate the results of the new Patented marvelous Process for bleaching and extracting sap from wood. The inventor, Mr. A. Franck-Philipson, of

**Franck-Philipson & Co.**

will be present and explain this wonderful process to you. We will show you how Red Birch can be made white and look similar to White Maple; how the red heart of Hickory can be made colorless; how Red Maple Veneer can be made white; how Mahogany can resemble the Prima Vera, and many other wonderful things will be shown, among others, the equalization of colors in different colored pieces of wood.

**The Patent**

was issued in United States in July last year. Since then the use of this Patented Process has had a steady growing until now

**Our Exhibition Will Be the Topic of the Whole Exposition**

because we here have the opportunity to present to the whole lumber world and wood product interest what our process can accomplish.

**Come and Ask Us**

Any information shall gladly be rendered without any obligation to you. It is to our

**Mutual Interest**

that we become acquainted and get together, as you need our process at your plant.

If you for any reason cannot come and see us, write us for information. You do not want your competitors to get ahead of you in the market! The first in the market in your line **"Reap the Harvest!"**

**Auf Wiedersehen!**

The Coliseum in Chicago from April 30th to May 9th, 1914.

**Franck-Philipson & Co.**

INC.

**714 Peoples Gas Bldg. CHICAGO, ILL.**

GENERAL VIEW OF MAIN SAWMILL PLANT

# LAMB-FISH LUMBER COMPANY

## Band Mill and General Offices: Charleston, Miss., U. S. A.

### THE LARGEST HARDWOOD MILL IN THE WORLD. ANNUAL CAPACITY, 40,000,000

CABLE ADDRESS—"LAMB." Codes Used—Universal, Hardwood, Western Union, A. B. C. 5th Edition, Okay

## STOCK LIST—Dry Lumber on Hand April 1st, 1914

| | 3/8" | 1/2" | 5/8" | 3/4" | 4/4" | 5/4" | 6/4" | 8/4" | 10/4" | 12/4" | 16/4" |
|---|---|---|---|---|---|---|---|---|---|---|---|
| 1st & 2nd Qtd. Wh. Oak, 6" & Up | 50,000 | 75,000 | 20,000 | 50,000 | 90,000 | 24,000 | | | | | |
| 1st & 2nd Qtd. Wh. Oak, 10 & 11 | | | | | | 12,000 | | | | | |
| 1st & 2nd Qtd. Wh. Oak, 12" & Up | | | | | | 6,000 | | | | | |
| No. 1 Com. Qtd. Wh. Oak, 4" & Up | | 20,000 | 9,000 | 16,000 | 60,000 | 19,000 | 1,000 | | | | |
| No. 1 Com. Qtd. Wh. Oak, 6" & Up | | | | | 35,000 | | | | | | |
| No. 2 Com. Qtd. Wh. Oak, 4" & Up | | | | | 24,000 | | | | | | |
| Qtr. Strips, sap no defect, 2½-3½ | | | | | 15,000 | | | | | | |
| 1st & 2nd Pl. Wh. Oak, 6" & Up | 60,000 | 50,000 | 10,000 | 20,000 | | | | | | | |
| No. 1 Com. Pl. Wh. Oak, 4" & Up | 60,000 | | 10,000 | | 175,000 | | | 25,000 | | | |
| No. 2 Com. Pl. Wh. Oak, 4" & Up | 30,000 | 18,000 | 15,000 | | 30,000 | | | | | | |
| 1st & 2nd Pl. Red Oak, 6" & Up | 20,000 | 30,000 | 26,000 | *10,000 | | 10,000 | 35,000 | 40,000 | | | .500 |
| No. 1 Com. Pl. Red Oak, 4" & Up | 40,000 | 25,000 | 24,000 | 27,000 | 132,000 | 17,000 | 45,000 | 5,000 | | | |
| No. 2 Com. Pl. Red Oak, 4" & Up | | | | | 40,000 | | | | | | |
| Oak Core Stock 4" & Up | | | | | 375,000 | | | | | | |
| 1st & 2nd Red Gum, 6" & Up | 275,000 | 251,000 | 178,000 | 275,000 | 175,000 | 130,000 | 115,000 | 13,000 | 16,000 | 4,000 | |
| No. 1 Com. Red Gum, 4" & Up | 225,000 | 252,000 | 180,000 | 315,000 | 360,000 | 185,000 | 53,000 | 28,000 | 2,000 | 2,000 | |
| 1st & 2nd Fig. Red Gum, 6" & Up | 20,000 | 22,000 | 17,000 | 35,000 | 15,000 | 4,000 | 5,000 | | | | |
| No. 1 Com. Fig. Red Gum 4" & Up | | | | | 6,000 | | | | | | |
| 1st & 2nd Qtd. Red Gum 5" & Up | | | | | 10,000 | 5,000 | 8,000 | 15,000 | | | |
| No. 1 Com. Qtd. Red Gum, 4" & Up | | | | | 15,000 | 2,000 | 4,000 | 9,000 | | | |
| Sap Gum Bx. Bds., 12-15 | | | | | 35,000 | | | | | | |
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| 1st & 2nd Sap Gum, 15-15 | | | | | 40,000 | | | | | | |
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| 1st & 2nd Sap Gum, 18" & Up | | | | | 30,000 | | | | | | |
| 1st & 2nd Sap Gum, 6" & Up | 30,000 | 22,000 | 22,000 | 55,000 | 165,000 | 65,000 | 35,000 | 30,000 | 2,000 | | |
| No. 1 Com. Sap Gum, 4" & Up | 15,000 | 23,000 | 30,000 | 20,000 | 250,000 | 60,000 | 15,000 | 7,000 | | | |
| No. 2 Com. Gum, 4" & Up | 200,000 | 20,000 | 150,000 | 75,000 | | | | 15,000 | | | |
| No. 2 Com. Gum, 6" & Up | | | | | 125,000 | 95,000 | | | | | |
| 1st & 2nd Cypress | | | | | | | 8,000 | 17,000 | | | |
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| No. 1 Shop Cypress | | | | | | | 9,000 | 20,000 | | | |
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| Log Run Cottonwood | | | | | 15,000 | | | | | | |

* Sap Gum, 6 in. to 11 in. wide, 60 per cent. 6 in. to 7 in. wide. † Sap Gum, 6 in. to 11 in. wide, 60 per cent. 6 in. to 7 in. wide. The above Oak, Gum and Cypress timbers [illegible] cut same and [illegible] facilities for kiln-drying and surfacing. [illegible]

VIEW OF MILL SHIDWAY WITH PART OF LOGS STORED IN BACKGROUND—WE HAVE 6,000,000 FEET OF SELECTED HARDWOOD LOGS STORED ON OUR MILL YARD

last demand but again the low grades are leaving last. The demand for these low grades comes mostly from the box makers who have done remarkably well for such poor times. There is much faith in the future and prices remain firm, but dealers would like a little more action now.

## COLUMBUS

The hardwood trade in Columbus and central Ohio has been holding up fairly well during the past fortnight. Demand has been rather steady but the volume of trade was not so large as many jobbers might wish. When the general business conditions are taken into account the demand has been good and the tone of the market is generally satisfactory. Prospects for the future are bright.

The feature of the buying during the past two weeks has been that of retailers. They are in the market for increased stocks mostly for delivery in May and June. Some buying is being done for immediate delivery. Dealers' stocks are only fair and with the beginning of active building operations they are inclined to increase them to a certain extent. Factories also are buying some but not so actively as dealers. Furniture concerns are a little slow in laying in materials. Vehicle and implement concerns are in the market. All along the line factories are going slow in placing orders as business conditions are not so bright as formerly.

Dry stocks in the hands of mill owners are not large in any section. This is partly due to the inclement weather which has hindered drying of stocks. Retailers are receiving their shipments promptly and railroads are doing good work in making shipments.

Quartered and plain oak are both firm and prices are well maintained. Firsts and seconds and No. 1 common are especially strong. There is a good demand for chestnut, especially sound wormy. Poplar also is in good demand and stocks are moving better. Ash and basswood are strong and other hardwoods are unchanged.

## INDIANAPOLIS

With prices steady, the supply sufficient to meet needs and the demand the best that it has been thus far this year, the local hardwood market is in fair condition. Since the first of the year it has been expected that the business would not be up to normal, but the improvement is a little better than was expected.

Hardwood lumbermen in Indiana are not anticipating a big trade this year, but indications are they will have a profitable business. The industrial situation generally is gradually gaining ground in all parts of the state and the money situation is rapidly becoming less acute. One of the encouraging features is that there seems to be plenty of money available for any proposition that can be backed by ample security.

## MEMPHIS

The hardwood market is showing perhaps a little more activity but buyers are apparently in a waiting mood and very few orders are being placed except those calling for filling in stock. There is increased activity in building circles and this is stimulating the demand for certain kinds of hardwood lumber, notably red gum, quartered oak and other material adapted to finishing purposes. The railroads, however, are still out of the market and there is much activity in other lines awaiting the outcome of the rate hearing before the Interstate Commerce Commission. The belief obtains here that there will be a decided increase in activity in practically all lines as soon as relief is furnished the railroads and they resume their plans for enlarging and increasing their facilities in every direction. Furniture interests are not in the market on a large scale and business is but moderate at best. Prices are generally well maintained because stocks are not particularly large and because lumbermen realize that they cannot replace their present holdings without loss if they sacrifice them now. There has been improvement recently in the demand from Europe and the outlook in that country is regarded as somewhat improved. A big sale of high-grade cottonwood, more than 500,000 feet, has been made here during the past few days and a shipment of over 500,000 feet of red gum has been made to a firm in Alexandria, Egypt. These are the two big transactions put through in this center and section recently. There is an active demand for the lower grades of cottonwood and gum, and sap gum is still a ready seller. A slight improvement is noted in the demand for both plain and quartered oak. Ash continues to move readily in all grades. Cypress is slow with the exception of shops for which there is a reasonably good call. Manufacturing operations continue on a pretty liberal scale but prospects are none too bright in this respect, owing to the limited amount of timber in sight. Most members of the trade are now of the opinion that it will be well along toward fall before a broadly active business may be expected.

## NASHVILLE

While some improvement is reported in the hardwood trade, there is no opening up of spring business such as the dealers hoped for. Building is only of moderate volume, and general trade is not increasing rapidly. However, dealers continue optimistic, and are confident of the future of the market. There is a good volume of small orders, which sum up well in the total. Plain and quartered oak continues most in demand. Good

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## BRISTOL

## LOUISVILLE

oversupply. Strangely enough, this is not true of many lines, and in spite of the comparatively quiet demand, prices have held up reasonably well, as there has been little surplus of dry stock to pull down market quotations. Quartered white oak remains the one best bet, plain oak being unusually dull just now. This is especially true of the upper grades, firsts and seconds and No. 1 common being slower than for a long time. Chestnut is a good seller, and ash is moving well. Hickory is livening up, and the demand for basswood is good. Poplar is showing considerable improvement. Red gum is also moving better. The outlook is clouded somewhat by the prospect of serious difficulties with Mexico, which, while not likely to last long, will hardly have a stimulating effect on business.

## LITTLE ROCK

at this time. In some sections business is reported as good, with fair prices, while in other parts there seems to be only small demands.

The weather conditions for the past few weeks have been altogether unfavorable to all lines of the lumber industry in the state. The excessive rains have seriously hindered logging operations, and in some instances the freshets on mountain streams have caused losses by washing off lumber stacked along the banks. The continued rains have also put a damper on building operations, causing work to go over until the more favorable dry weather.

Probably the most serious damage to lumbermen in the long run, however, is the loss of the major part of Arkansas' peach crop, caused by the unusually late frosts. It is estimated that the loss to the peach crop of the state is sixty per cent, which makes a considerable sum when the total value of the crop is considered.

## MILWAUKEE

demand for hardwoods. Trade, however, is improving more slowly than lumbermen might wish for. There seems to be an optimistic feeling among wholesalers and manufacturers, everybody being confident that there is a better business ahead. There is plenty of building under way in Milwaukee and about Wisconsin and general conditions are a little more satisfactory, so the outlook might be much worse.

There seems to be little doubt but that the present high prices in the hardwood market are preventing buyers from ordering as freely as they might. Retailers and consumers seem to feel that lower prices may be expected, but wholesalers say that this is impossible, in view of the light supply of available hardwoods all over the state. Many wholesalers say that they are having trouble in getting just what they want from the mills, owing to the curtailed production in some lines.

The local sash and door and general interior finishing concerns are inclined to buy only enough to meet their present requirements. Stocks on hand at some of the larger plants are fair, but as a rule, the supply available at most of these factories is far from being large. All the factories are in operation working on their spring orders, so a better business from this source is expected later in the season. Slightly better orders are coming in from the furniture factories. Most of the farm implement concerns about Wisconsin have been buying well, but orders from this field are now decreasing.

The Milwaukee building situation is showing more activity as the season progresses and Building Inspector W. D. Harper is confident that his predictions of a banner year will be borne out. During the past week there were 137 permits issued for structures to cost $311,188, as compared with 131 permits and an investment of $278,545 during the corresponding period a year ago. During the first half of April, the building investment amounted to $630,513, as against $621,832 last year.

Birch, maple, basswood and elm seem to be the leaders in northern hardwoods. Basswood is decidedly more active, while maple flooring is in brisk demand and dry stocks are said to be getting light. Plain red oak is selling well, although prices seem to cover a larger range this season. Stocks of southern woods are larger than those of northern hardwoods, but prices are being well maintained.

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FOR SALE

about 250,000,000 feet hardwood timber in fee, including logging railroad, logging equipment, sawmill, planing mill, etc., complete. Price right. Address, "BOX 44," care HARDWOOD RECORD.

TIMBER INVESTMENTS

Main Offices Janesville, Wis.

ADIRONDACK HARDWOODS

TIMBER INVESTMENTS

sale that are probably the most enticing investments that are offered on the market. Same consists of all varieties of timber in different size Would be pleased to submit proposition on receipt of your requirements.

GREAT NORTHERN INVESTMENT CO., Main Offices: Janesville, Wis.

## DIMENSION STOCK FOR SALE

FANCY BLACK WALNUT GUNSTOCK

Tullahoma, Tenn.

## MACHINERY FOR SALE

FOR SALE

Two Portable Sawmills, 40 H. P. each. Each mill has butting saws and gang edgers, together with steam pump, which is large enough for ample fire protection. Also several 8-wheel log wagons, one heavy team of oxen (five yoke). This material is in first-class condition and can be inspected upon the grounds. We might negotiate for part payment in lumber. Communicate with J. P. Lynch, Manager, JOHN SCHROEDER LUMBER CO., Minneapolis, Minn.

SECOND-HAND MCHY. FOR SALE

24" Bentel & Margedant leveling machine. Self-feed rip saw. 36" Columbia sander, practically new.

## LUMBER WANTED

WILL MAKE CONTRACT

Address GEO. I. McCLURE, Detroit, Mich.

## BUSINESS OPPORTUNITIES

TIMBERLANDS FOR SALE.

kind of timber that your needs require anywhere in the United States, Canada, Mexico, Cuba and Republic of Panama. Our list comprises over $60,000,000 worth of timberlands. Write for copy.

GREAT NORTHERN INVESTMENT CO., Main Offices: Janesville, Wis.

### I OFFER FOR SALE

the machinery and plant of the U. M. Nesbitt Box Co. at Montandon, Pa. They make exclusively wire bound boxes.

P. J. GRIFFIN, Trustee, Lock Haven, Pa.

### PLAN SERENE'S SERVICE

procures cash for sellers—long time for buyers on proof of delivery to transportation line. Write Plan Serene, 204 E. Wiley Ave., Bluffton, Ind.

### FREE SITE FOR BOX FACTORY

Liberal inducements to right parties. Water front. Right in the center of box wood territory. Write to JAMES H. McDONALD, Secy. Land & Power Co., Rapid River, Mich.

### FOR SALE

Manufacturing plant southern Michigan. 150-H. P. new boiler, 100-H. P. engine with line shaft ready for operation. Nicely situated in town of 3,000 inhabitants. If taken at once, will make price $5,000, either in cash or notes properly secured. For particulars apply

THE DAVIS COOPERAGE CO.,
Martinsville, Ind.

### FOR SALE.
### PLANT AND EQUIPMENT

Including Locomotives, Gondolas, Derricks, Hoisting Engines, Boilers, Concrete Mixers, Rock Drills, Buckets, Pumps, Engines, Elevators, Conveyors and Camp Equipment.

**ALABAMA POWER COMPANY**
Engineering Department,
Birmingham, Alabama.

### FOR SALE

A complete one-band Sawmill, Engines and Boilers, including Fuel Burner. Also Planing Mill. Address, "BOX 40," care HARDWOOD RECORD.

### FOR SALE—HARDWOOD MILL AND

6,000,000 ft. Red Oak, Gum and Elm timber, 4 miles from R. R. Address

BOX 1, Fairview, Ark.

## MISCELLANEOUS

### TIMBERLANDS FOR SALE

We are in a position to supply you with any kind of timber that your needs require anywhere in the United States, Canada, Mexico, Cuba and the Republic of Panama. Our list comprises over $60,000,000 worth of timberlands. Write for copy.

GREAT NORTHERN INVESTMENT CO.,
Main Offices: Janesville, Wis.

### OAK, POPLAR, ASH

and all other hardwoods, in all grades and thicknesses, can be readily sold if advertised in the Wanted and For Sale section of HARDWOOD RECORD. If you have a large stock you want to sell try a few lines in this department and see what a lot of inquiries they will bring you.

# GIBSON TALLY BOOK

This three-throw tally ticket cover is made from aluminum, and accommodates four tally tickets—4¼x8¼ inches in size.

Folds compactly to less than one-fourth inch in thickness and fits side or inside coat pocket.

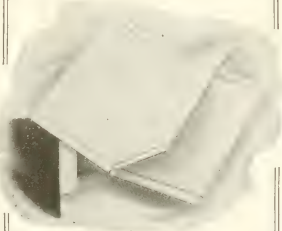
Gives large area of four tickets for complicated tallies, or straight grade can be made on one page.

Accommodates any form of tally ticket desired.

Special, patented, triplicate tally tickets supplied, printed on waterproof paper with carbon backs. Tallies made on these tickets are unalterable. Their use enables the inspector to retain triplicate, and forward original and duplicate. Duplicate designed to be attached to invoice.

These tally books are perfection for durability, convenience, accuracy and for systematizing the inspection and measurement of lumber.

Patent applied for on covers. Copyrighted 1920. Triplicate Tally Tickets patented.



### PRICE LIST

| | |
|---|---|
| Aluminum Tally Covers, each - - - | $ 1.00 |
| Aluminum Tally Covers, per dozen - - | 10.00 |
| Patented triplicate Tally Tickets (stock form) per 1,000 | 10.00 |
| Single sheet manila (stock form) Tally Tickets, per 1,000 | 4.00 |

Specimen forms of Tally Tickets mailed on application. Covers sold on approval to responsible concerns.

Manufactured by

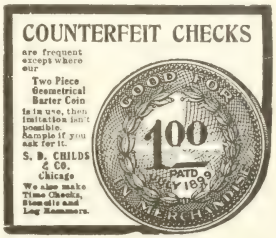
**Hardwood Record**
537 S. Dearborn St., CHICAGO

# CHICAGO

## E. H. KLANN LUMBER CO.

Cottonwood, Gum, Oak, Ash, Cypress, Yellow Pine, Dimension Stock

819 FISHER BLDG. HAR. 1187




## GERLACH

Circular, Band and Cylinder Saws, New Roller Saw Swages and Sharpeners

We are pioneers in [illegible] in America. We have had many high [illegible] equipment and know your [illegible]

THE PETER GERLACH COMPANY
Cleveland Sixth City

If you want to get in touch with 3000 Live Wire Buyers of Hardwoods

it will pay you to find out about the Hardwood Record's

**BULLETIN SERVICE**

One man, who uses the service gives it credit for earning annually $10,000 for him.
Write for pamphlet—

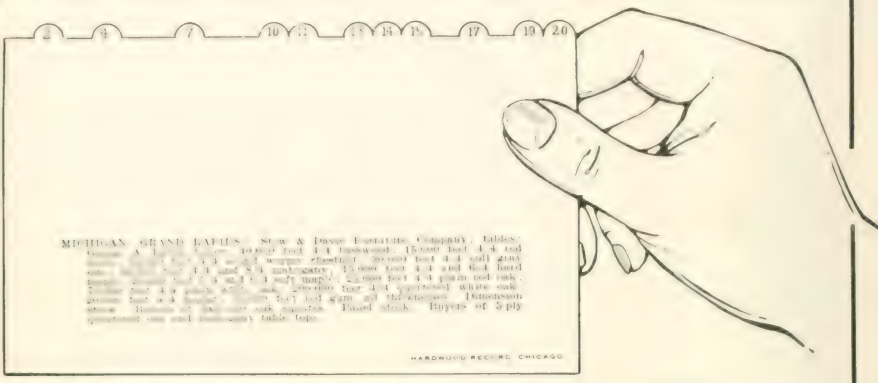
*"Selling Lumber By Mail"*

It will prove a revelation to you.

**HARDWOOD RECORD**
(Bulletin Dept.)
537 So. Dearborn St.,
CHICAGO

If you are not a subscriber to HARDWOOD RECORD and have a suspicion that you would like to see a copy, it is yours for the asking.

# Doesn't It Look Good To You?




Specimen of one of the thousands of patented tabbed index cards involved in Hardwood Record's copyrighted Information Service, showing annual requirements for Lumber, Dimension Stock, Veneers and Panels employed by wholesalers and hardwood manufacturing consumers throughout the United States and Canada.

Illustration of Oak Cabinet in which this Information Service is filed.

**ILLINOIS**

## Key

| | | | |
|---|---|---|---|
| 1 | Ash | 12 | Hickory |
| 2 | Basswood | 13 | Mahogany |
| 3 | Beech | 14 | Maple |
| 4 | Birch | 15 | Oak |
| 5 | Butternut | 16 | Walnut |
| 6 | Cherry | 17 | Poplar |
| 7 | Chestnut | 18 | Miscellaneous including Dogwood, Holly, Locust, Persimmon, Sycamore. |
| 8 | Cottonwood | | |
| 9 | Cypress | | |
| 10 | Elm | 19 | Dimension stock |
| 11 | Gum | 20 | Veneers and panel stock |

Facsimile of state key card between which the tabbed information cards are filed alphabetically by towns, by means of which instant reference can be made to the buyers of any kind of wood, in any locality in the United States and Canada.

THIS service is comprised in more than sixty bulletins, and additional bulletins of corrections and additions are printed frequently.

This service is kept positively up-to-date, and is indispensable to lumber and veneer sales departments.

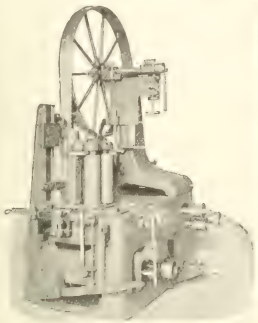
It is an exclusive service disposed of only to HARDWOOD RECORD advertisers.

LET US TELL YOU ABOUT THE MODERATE COST

**Hardwood Record, 537 South Dearborn Street, Chicago**

# "Most Valuable Machine"

*a Specialty—Not a Side Line*



Shreveport, La.,
Nov. 13th, 1913.
Gentlemen:
Referring to the NEW Standard 54" Band Resaw we purchased of you, same is giving entire satisfaction and we regard it as being the most valuable machine in our plant and now do not see how we ever got along without same.
Yours truly,
Roberts-Brown Lumber Co., Ltd.

NEW Standard 54-Inch Band Resaw

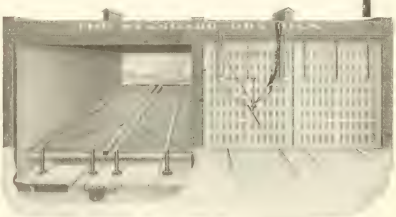
**Wm. B. Mershon & Co.**
SAGINAW MICH.

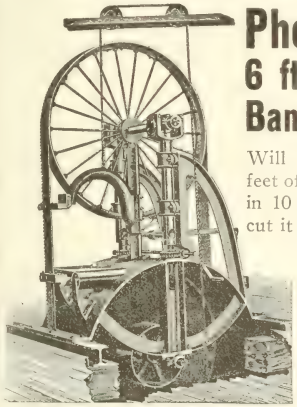
# What Did It Cost You

last year to operate and maintain your dry kiln? What percentage was wages of expert labor required to run it?—cost of repairs?—value of time lost through breakdowns?

**THE STANDARD DRY KILN IS CHEAPEST-PER-YEAR**

because it has no engine, no complicated machinery. It can't break down. Any of your workmen can operate it successfully. And its Moist Air System is perfectly adaptable for drying **your** lumber. Write for the catalog. Address: The Standard Dry Kiln Co., 1559 McCarty St., Indianapolis, Ind.





# Phoenix 6 ft. Pony Band Mill

Will cut 30,000 feet of 1" lumber in 10 hours and cut it good.

**Nearly 200 of these mills sawing wood in the U. S. A.**

PRETTY GOOD RECOMMENDATION, ISN'T IT?

**MODERATE PRICE**

**PHOENIX MFG. CO.**
EAU CLAIRE WISCONSIN

## An Up-to-date Cross-Cutting Machine

Can be motor-driven and mechanically fed if desired

**BUTTERWORTH & LOWE**
229 Huron Street Grand Rapids, Mich.

# HORSELESS SKIDDING

Skidding with mechanical rehauls to return lines to the woods is becoming more and more popular. Greater speed and independence from weather conditions constitute the principal reasons for this :–

YOU WILL BE INTERESTED IN HEARING & SEEING WHAT OTHERS ARE DOING WITH CLYDE MECHANICAL REHAUL SKIDDERS. *Write us and we will arrange to Show you*

**CLYDE IRON WORKS**

DULUTH, U. S. A.

IF YOU WANT THE BEST SYSTEM OF ACCURATELY TALLYING AND RECORDING LUMBER SHIPMENTS OR RECEIPTS

YOU WILL BE INTERESTED IN

# The Gibson Tally Book

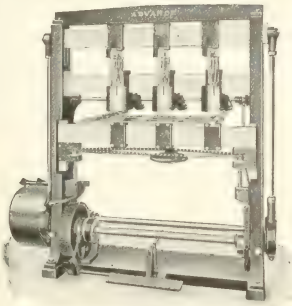
This system of tallying lumber is employed by more than two thousand lumber producers, jobbers and wholesale consumers, and is available for tallying lumber, logs, flooring, dimension stock and all other commodities.

Makes three original tallies without the use of loose carbon sheets.

New Catalogue showing twenty-six various forms of tickets sent free on request.

***Tally Book Dept., Hardwood Record, Chicago***

# Wire Stitching Machinery



FOR

Crates, Veneer and Resawed Lumber Boxes, Also Wire and Metal Bound Boxes,

FRUIT PACKAGES, BASKETS, FIBER SHIPPING CASES, PAPER BOXES AND SPECIAL PURPOSES

ASK FOR CATALOGUE

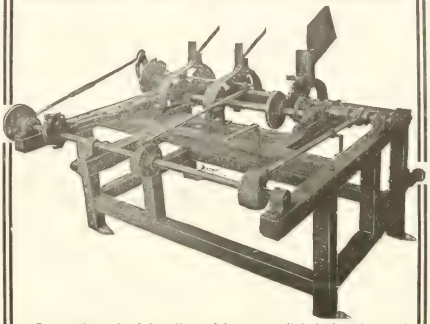
Manufactured by

**SARANAC MACHINE COMPANY**

BENTON HARBOR. MICH., U. S. A.

# Broom Handle

**CHUCKING AND BORING MACHINE**



It rounds end of handle and bores small hole in other end automatically at same time. Capacity, 45,000 handles in ten hours. All the operator has to do is to keep the handles fed to the machine. Used by the largest producers. Write for details and price.

**CADILLAC MACHINE CO.**

**Makers of Handle Makers Tools. CADILLAC, MICHIGAN**

**ELEPHANT RUBBER BELTING**

**AIR DRILL AND AIR TOOL HOSE**

**STEAM WATER SUCTION**

**EXTRA QUALITY**

Recommended for hard service and guaranteed to do the work

SELLING AGENTS

CRANE COMPANY - - - ALL BRANCHES
STANDARD EQUIPMENT CO., MOBILE, ALA
ALBANY MILL SUPPLY CO., ALBANY, GA.

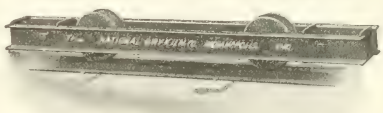
**THE MECHANICAL RUBBER COMPANY**

(Chicago Rubber Works)

**307 W. Randolph Street, CHICAGO**

**ESTABLISHED 1882**

# Kiln Truck



We make all styles of Kiln Trucks and Transfer Cars. They are roller bearing, steel or malleable iron wheels. We have one contract for twelve hundred of these trucks, with eight-inch wheels.

Always a large stock of material on hand. Can make prompt shipment.

**The National Dry Kiln Co.**

**Indianapolis, Ind.**

# VENEERS AND PANELS


## Ahnapee Veneer & Seating Co.

HOME OFFICE, FACTORY AND VENEER MILL, ALGOMA, WIS.
VENEER AND SAWMILL, BIRCHWOOD, WIS.

We manufacture at our Birchwood plant single ply veneers of all native northern woods and deliver stock that is in shape to glue.

From our Algoma factory, where we have specialized for twenty years, we produce panels of all sizes, flat or bent to shape, in all woods, notably in Mahogany and Quarter-Sawed Oak.

We make no two-ply stock, and do not employ sliced cut quartered oak. Our quartered oak panels are all from sawed veneer.

Every pound of glue we use is guaranteed hide stock. We do not use retainers. Our gluing forms are put under powerful screws and left until the glue has thoroughly set.

If you seek a guaranteed product that is the best, based on results accomplished by most painstaking attention and study of every detail, combined with the use of the best stock and an up-to-date equipment, our product will appeal to you.

If you are a "price buyer" we probably cannot interest you.

## Custom Mill Work, Storage, Inspection

ON

### Foreign Fancy Woods, Mahogany, Cedar, Circassian

We receive the logs, store or warehouse them, manufacture them into lumber, cut or saw veneers, pile and store the product, and ship via any railroad. Also furnish inspection returns on logs or lumber. Can furnish accommodations and economies which it is impossible to secure elsewhere. We always have on our yards parcels of plain and figured African, Mexican and Cuban Mahogany, Circassian Walnut and Cedar logs, placed here for sale by direct foreign shippers, from which advantageous purchases can be made.

**Astoria Veneer Mills & Dock Co.** Long Island City, New York

## *Veneers and Panels with a Reputation*

WE manufacture Veneers in all the native woods and for all purposes. Also Built-up Panels in native and foreign woods—three and five-ply—and have established a reputation for furnishing high-grade material. Send us your inquiries and orders and become one of our satisfied customers.

***Underwood Veneer Co.*** ***Wausau, Wis.***

## HB OAK VENEERS HB

in

**Sliced and Sawed Quartered and Plain White and Red Oak**

*Walnut Cherry Ash Maple*

Also Band Sawn Lumber in These Woods

**Hoffman Brothers Company**

FORT WAYNE, IND.

Established 1867 Incorporated 1904

## B. C. JARRELL & CO.

MANUFACTURERS OF

**High Grade, Rotary-Cut Gum**

**VENEERS**

**Cut right; dried right; prices right**

HUMBOLDT, - TENNESSEE

# MICHIGAN

FAMOUS FOR HARD MAPLE AND GREY ELM

## "Ideal" Steel Burnished Rock Maple Flooring

is the flooring that is manufactured expressly to supply the demand for the best. It is made by modern machinery from carefully-selected stock and every precaution is taken throughout our entire system to make it fulfill in every particular its name—"IDEAL."

ROUGH OR FINISHED LUMBER—ALL KINDS

*Send Us Your Inquiries*

**I. Stephenson Co., Trustees - WELLS, MICHIGAN**

## Von Platen Lumber Co.

**Iron Mountain, Michigan**

MANUFACTURERS OF

**BIRCH BASSWOOD ELM MAPLE**

200 M ft. of 8/4 No. 2 Com. & Better Maple
30 M ft. of 12/4 No. 2 Com. & Better Maple
100 M ft. of 8/4 No. 3 Com. Maple
200 M ft. of 6/4 No. 2 Com. & Better Birch
100 M ft of 4/4 No. 1 and 2 Com. Birch

We Solicit Your Inquiries

SHIPMENTS VIA C. & N. W.—C., M. & ST. P.—W. & M.

## "Chief Brand" Maple and Beech Flooring

in 3/8, 1/2 and 13-16 and 1 1-16 inch Maple in all standard widths and grades, will commend itself to you and your trade on its merits alone

WRITE US, WE CAN INTEREST YOU

**Kerry & Hanson Flooring Co.**

GRAYLING, MICHIGAN

## EAST JORDAN LUMBER CO.

EAST JORDAN, MICHIGAN

WE OFFER FOR PROMPT SHIPMENT

75M 4/4 No. 2 Common & Better Basswood

Winter cut—Full log run

RIGHT PRICES QUICK SHIPMENT

## S. L. EASTMAN FLOORING CO.

SAGINAW BRAND

**MAPLE FLOORING**

SAGINAW, MICH.

## HARDWOOD RECORD'S

strongest circulation is in the region where things are made of wood—WISCONSIN, MICHIGAN, ILLINOIS, INDIANA, OHIO, PENNSYLVANIA, NEW YORK and the East.

**IT'S the BEST SALES MEDIUM for HARDWOOD LUMBER**

## Scott & Howe Lumber Co.

**Ironwood, Mich.**

## Medford Lumber Co.

**Medford, Wis.**

**Sales Office, Oshkosh, Wis.**

We are manufacturing a large stock of Birch, Maple, Elm, Basswood and Brown Ash logs. We shall soon have 10,000,000 feet of winter-sawed stock dry and fit for shipment. We solicit inquiries for all kinds of stock in the above woods for shipment shortly after June 1.

# BUFFALO

## The Foremost Hardwood Market of the East

**BUFFALO HARDWOOD LUMBER CO.**
We want to buy for cash
OAK, ASH AND OTHER HARDWOODS
All grades and thicknesses.
Will receive and inspect stock at shipping point.
Branch yard, Memphis, Tenn.
940 Seneca Street, BUFFALO

**Hugh McLean Lumber Co.**
OUR SPECIALTY
*QUARTERED WHITE OAK*
940 ELK STREET

T. SULLIVAN & CO.
SPECIALTIES:
*Gray Elm, Brown Ash*
Pacific Coast Fir and Spruce
2 ARTHUR STREET

YEAGER LUMBER COMPANY, Inc.
SPECIALTIES
**Oak, Ash and Poplar**
932 ELK STREET

**ANTHONY MILLER**
**HARDWOODS OF ALL KINDS**
893 EAGLE STREET

Standard Hardwood Lumber Co.
**OAK, ASH and CHESTNUT**
*1075 Clinton Street*

G. ELIAS & BRO.
**HARDWOODS**
White Pine, Yellow Pine, Spruce, Hemlock, Fir, Lumber, Timber, Millwork, Boxes, Maple and Oak Flooring
955-1015 ELK STREET

The above firms carry large and well assorted stocks of all kinds and grades of Hardwoods, and have every facility for filling and shipping orders promptly. They will be pleased to have your inquiries.

# A Fine Opportunity to Dispose of Narrow, Short and Low Grade Oak

[illegible] mulates considerable oak lumber that can not be sold unless they put a price on it that is so low that there's no money in it, there [illegible]

oak flooring squares like the illustration.

These squares are jointed together without [illegible]

## Linderman Automatic Jointer Gluer, Clamper and Sizer

The demand for these flooring squares is greatly in excess of the present output. Still there are several Southern manufacturers making these flooring squares.

One New York firm wants a good many car loads of the Linderman Flooring Squares. The prices it offers will net you, delivered New York City, practically as much as you are getting from the better grade of oak lumber.

Write today for further information and we will give you the details of the market, manufacturing costs, etc. You're not obligated in any way in asking for particulars, yet it might be of value and worth your consideration.

## Linderman Machine Company

MUSKEGON, MICHIGAN

**New York City** **Woodstock, Ont.** **Knoxville, Tenn.**

# Vansant, Kitchen & Company

Manufacturers Old-Fashioned Soft Yellow Poplar

5-8 and 4-4 In Wide Stock, Specialty

Ashland, Kentucky

EASTERN REPRESENTATIVE, John L. Cochran
601 W. 115th Street, New York City

## Little River Lumber Company

**TOWNSEND, TENN.**

WE continue cutting Hardwoods and Hemlock out of big, smooth, clean, prime logs, and we give special attention to the making of stock that is hard to make and is required in heavy thicknesses and special widths and lengths. We are in shape now to cut Poplar, in any widths or thicknesses desired. Also are getting into the mill a fine lot of Chestnut logs that can be cut to order. A little later on will be glad to talk Southern Mountain Maple with you—IT IS SURE FINE. Also Hemlock in all widths and all grades.

**We Continue to Solicit the Business of**

**Discriminating Buyers of High Grade Smoky Mountain Hardwoods and Hemlock**

## A Large Supply of Fresh, Genuine Soft Yellow Poplar Logs From Virgin Timber, Now Being Received at Our Burnside, Ky., Plant

*We Solicit Your Inquiries and Orders for Rotary Cut Veneer, Manufactured From These Logs*

High Grade Stock and Prompt Shipments Guaranteed

Chicago Veneer Company, Inc., Danville, Kentucky

# YELLOW POPLAR

MANUFACTURERS OF BAND SAWED
POPLAR
QUARTERED OAK
PLAIN OAK
CHESTNUT
BASSWOOD

White Oak Flooring

SPECIALTY
QUARTER SAWED
WHITE OAK

Coal Grove, Ohio, U. S. A.

# LUMBER CO

THE EXPOSITION IN REALITY

# Hardwood Record

Nineteenth Year, Semi-Monthly.

CHICAGO, MAY 10, 1914

Subscription $2. Single Copies, 10 Cents.

We are prepared to ship promptly on receipt of order

**Hardwoods of All Kinds**

from our Philadelphia Yard or direct from our Mills.

**Specialties**

- 7 in. x 24 in. No. 1 Heart Split Cypress Shingles.
- 5-8 Soft Yellow Tennessee Panel Poplar 18 in. and over.

**J. Gibson McIlvain & Co.**
1420 Chestnut Street, Philadelphia, Pa.

**Memphis Band Mill Co.**
Manufacturers
**HIGH GRADE LUMBER**

QUARTERED WHITE OAK
PLAIN WHITE OAK
QUARTERED RED OAK
PLAIN RED OAK
RED GUM SAP GUM
COTTONWOOD
ALL BAND SAWN

Memphis Tennessee

**Cartier-Holland Lumber Company**

**Special List Stock for Furniture Trade**

75,000 4 4 Sel. Flat Dried Wisest Cut White Maple
20,000' 8 4 No. 1 Com. & Btr. Unselected Maple
14,000' 4 4 Log Run Michigan White Oak
30,000' 4 4 Log Run Michigan Soft Elm
46,000' 6 4 Log Run Soft Maple
100,000' 4 4 Log Run Beech
20,000' 6 4 Log Run Beech
50,000' 8 4 Log Run Beech

**CRATING STOCK**

2,000,000' 1 3 Mixed Widths and Lengths Pine Crating
1,200,000' 1x4" White Pine Crating
150,000' 4 4 Mixed Widths and Lengths Nos. 2 and 3 Common Basswood

Michigan Trust Building
Grand Rapids, Mich.

Mill:
Ludington, Mich.

# MICHIGAN

FAMOUS FOR HARD MAPLE AND GREY ELM

## Michigan Hardwoods

**Our Own Manufacture**

DRY STOCK LIST

| | |
|---|---|
| 1x4 Basswood, Clear | 60 M |
| 1x7 & up Basswood, 1s & 2s | 20 M |
| 1x3 Basswood, No. 1 Common | 35 M |
| 1x4 Basswood, No. 1 Common | 20 M |
| 1x5 Basswood, No. 1 Common | 25 M |
| 1x6 Basswood, No. 1 Common | 75 M |
| 4/4 Basswood, No. 1 Common | 150 M |
| 4/4 Basswood, No. 2 Common | 150 M |
| 4/4 Basswood, No. 3 Common | 40 M |
| 4/4 Red Curly Birch, 1s & 2s | ½ M |
| 4/4 Cadillac Gray Elm, No. 2 Common | 100 M |
| 4/4 Cadillac Gray Elm, No. 1 Common | 40 M |
| 4/4 Cadillac Gray Elm, 1s & 2s | 55 M |
| 1x14 & up Cadillac Gray Elm, 1s & 2s | 8 M |
| 6/4 Cadillac Gray Elm, 1s & 2s | 24 M |
| 8/4 Cadillac Gray Elm, No. 1 & 2 Com | 8 M |
| 8/4 Rock Elm, No. 4 Common | 3 M |
| 4/4 White Maple, End Dried (Clear) | 13 M |
| 5/4 Maple Step | 24 M |
| 4/4 Maple No. 3 Common | 15 M |
| 4/4 Elm, Basswood and Oak, No. 4 Com | 23 M |

"It is not what lumber costs you so much as what you can get out of it, that decides its value for your work."

## COBBS & MITCHELL, Inc.

Sales Department

**CADILLAC, MICH.** May 4, 1914

## Mitchell Brothers Co.

**Dry Stock List**

### CADILLAC GRAY ELM

**Cadillac, Mich.** **May 4, 1914**

| | |
|---|---|
| 1x4 [illegible] | 200M |
| 1x5 [illegible] | 25M |
| 1x6 [illegible] | 50M |
| 1x8 [illegible] | 100M |
| 4/4 Cadillac Gray Elm, No. 1 Common | 100M |
| 4/4 Cadillac Gray Elm, No. 3 Common | 10M |
| 4/4 [illegible] | 12M |
| 4/4 Cadillac Gray Elm, 1s and 2s | 5M |
| 4/4 [illegible] | 200M |
| 6/4 [illegible] | 2M |
| 8/4 [illegible] | 10M |
| 8/4 [illegible] | 1M |
| 8/4 [illegible] | 20M |

**CADILLAC QUALITY**

When you want lumber of Cadillac Quality, Lumber which has been manufactured and seasoned properly, and grades which have not been blended to meet price competition—send us your inquiries.

**WE SELL ONLY MITCHELL'S MAKE**

## W. D. YOUNG & CO.

MANUFACTURERS

**FINEST MAPLE FLOORING**

KILN DRIED, HOLLOW BACKED
MATCHED OR JOINTED
POLISHED AND BUNDLED

**Hard Maple, Beech and Birch Lumber**

1 TO 6 INCHES THICK WRITE FOR PRICES

**BAY CITY, :: :: MICHIGAN**

THE

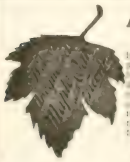
## Kneeland-Bigelow Company

**Hardwood Manufacturers**

150,000 ft. 6/4 No. 2 Common & Better Beech
12,000 ft. 10/4 No. 1 Common & Better Basswood
50,000 ft. 6/4 No. 3 Common Elm

All of the above stock is nicely manufactured, being band sawed, trimmed, and well seasoned. We are prepared to quote attractive prices for this material for immediate shipment.

**BAY CITY, MICH.**



## A floor to adore

For thirty-three years Wilce's Hardwood Flooring has been among the foremost on the market and because it always makes "complaints" is the best evidence that the manufacturer has kept abreast of modern methods and the advanced demands of the trade. To convince yourself of the superb workmanship, try our standard maple flooring, tongued and grooved, hollow backed, with matched ends and laid for final sanding—you'll find it reduces the expense of laying and polishing.

*Our Booklet tells all about Hardwood Flooring and how to care for it—also prices—and is free.*

**The T. Wilce Company**

**22nd and Throop Sts. CHICAGO, ILL.**

**Clarence Boyle, Inc.,** 312 Portland Block Chicago

WHOLESALE LUMBER

*Always in the market for OAK, GUM and POPLAR*

**Hayden & Westcott Lumber Co.**

**SPECIAL RAILROAD DEPT.**

**Hardwoods :: Softwoods**

**823 Railway Exchange Building, Chicago, Ill.**

## FLANNER-STEGER LAND & LUMBER CO.

WANTED—TO MOVE QUICK

- 2 CARS 5/4 x 12" & WIDER 1st & 2nd BASSWOOD
- 4 CARS 3" ROCK ELM BRIDGE PLANK
- 800,000 FEET NO. 3 HEMLOCK
- 100,000 FEET 4/4 BOX COMMON BIRCH

*SEND US YOUR INQUIRIES*

MILLS:
BLACKWELL, WISCONSIN

GENERAL SALES OFFICE
1704 STEGER BLDG., CHICAGO, ILL.

If you want to reach the wholesale consumers of hardwood lumber throughout the United States, a HARDWOOD RECORD advertisement will do it for you.

If you want to reach the hardwood manufacturers of the United States, a HARDWOOD RECORD advertisement will do it for you.

The HARDWOOD RECORD represents high-class, special, class circulation, with a minimum of waste circulation.

Ask any HARDWOOD RECORD advertiser for experience on results.

# CHICAGO

THE GREATEST HARDWOOD MARKET IN THE WORLD

## VENEER

FOREIGN:

MAHOGANY, Mexican, Honduras, East India, Cuban, and African.

ENGLISH BROWN OAK

CIRCASSIAN WALNUT

STILE, RAIL and PANEL FACES in all thicknesses.

DOMESTIC:

OAK, plain and quartered, rotary cut, red and white.

GUM, figured and plain.

MAPLE, bird's-eye and plain.

POPLAR, BIRCH, ELM, BASSWOOD, YEL. PINE

For faces, centers, backs, cross-banding and bottoms.

## LUMBER

MAHOGANY,

CIRCASSIAN WALNUT,

AM. (Black) WALNUT,

RED CEDAR.

PANELS

1/4", 5/16", 3/8", 3-ply and 5-ply STANDARD SIZES

**HUDDLESTON-MARSH LUMBER COMPANY, 2252 Lumber St., CHICAGO, ILL.**

CIRCASSIAN AMERICAN **WALNUT**

**R. S. BACON VENEER CO.**

**Veneer Mill and Warehouse**

213 N. Ann St. : : : CHICAGO

**MAHOGANY**

## WE HAVE IT

DOOR STOCK, CUT TO SIZE OR IN SHEETS.
POPLAR, GUM, BIRCH, BEECH, ASH, OAK, ELM, MAPLE, BASSWOOD, PINE OR CYPRESS.
CROSSBANDING, FACES, BACKS, DRAWER BOTTOMS AND BACKING.
ROTARY CUT, PLAIN OR QUARTER SAWED HARD MAPLE PIN BLOCK STOCK.
QUARTERED OAK, ETC.

BY THE CARLOAD OR L. C. L.

MILLIONS OF FEET ON HAND AT ALL TIMES

WRITE US ABOUT IT

**J. J. NARTZIK, 1966 to 76 Maud Ave., Chicago, Ill.**

## CHOICE BIRCH AND MAPLE—10,500 ACRES

I offer the above tract of best quality and splendidly located timber in Ontario, ten miles from Sault Ste. Marie, Ontario, a town of 25,000 population. Will cut 90% birch and maple. Estimated by George F. Beardsley, cruiser of Grand Rapids, Mich. Location and mill site on deep water. Can ship either by water or rail. Lands in fee simple—no crown dues, no export restrictions. Close to American Soo. Easy logging. Reasonable price and terms.

**William H. Ranson,** Sault Ste Marie, **Mich.**

## J. RAYNER VENEERED PANELS

ALL WOODS

SEND FOR STOCK LIST

**MAHOGANY LUMBER**

CARROLL AVE. AND SHELDON ST.
CHICAGO

# 89%

**of HARDWOOD RECORD subscribers are owners of steam plants. Eighty-nine per cent are, therefore, buyers of wood-working machinery. There is little percentage of waste circulation in HARDWOOD RECORD for machinery advertisers.**

SAVE YOUR MONEY BY USING THE

## RED BOOK

Published Semi-annually in February and August

It contains a carefully prepared list of the buyers of lumber in car lots, both among the dealers and manufacturers. The book indicates their financial standing and manner of meeting obligations. Covers the **United States, Alberta, Manitoba and Saskatchewan.** The trade recognizes this book as the authority on the line it covers.

A well organized Collection Department is also operated and the same is open to you. Write for terms.

**Lumbermen's Credit Assn.,** Established 1878

608 So. Dearborn St. CHICAGO — *Mention This Paper* — 55 John St. NEW YORK CITY

# KNOXVILLE

Famous for Finest Type of Poplar, Oak and Chestnut.

## VESTAL LUMBER AND MANUFACTURING CO.

KNOXVILLE, TENNESSEE.

**QUARTERED WHITE OAK**

OUR SPECIALTY

MANUFACTURERS OF

**QUARTERED WHITE OAK, PLAIN OAK, POPLAR, WALNUT & TENNESSEE RED CEDAR LUMBER**

BAND MILLS AT VESTAL, A SUBURB OF KNOXVILLE. SOUTHERN AND LOUISVILLE & NASHVILLE RAILROAD

H. S. MIZNER, Pres. — J. M. LOGAN, Gen'l Manager

C. C. CANNON, Vice-Pres. — C. B. SWANN, Secy and Treas.

## J. M. LOGAN LUMBER CO.

MANUFACTURERS AND WHOLESALERS

**HARDWOODS AND PINE**

**POPLAR A SPECIALTY**

Main Office and Yards: Knoxville

Branch Office and Yard

Bank and McLean Ave., Cincinnati — I. M. ASHER, Mgr.

We Want Orders for the following Dry Stock:

WHITE OAK—Plain or Quartered.

RED OAK—Plain or Quartered.

CHESTNUT — BASSWOOD

POPLAR — WHITE PINE

Always carry large well assorted stock of all kinds of Hardwoods.

CAN SHIP ON SHORT NOTICE.

THE HARDWOOD RECORD is a different kind, and altogether better lumber newspaper than has hitherto been published. This is made possible by the loyal co-operation and support of the hardwood element of the lumber industry. If you are a subscriber you will agree.

## "THE VERY BEST"

ASH, CHESTNUT,
RED OAK, WHITE OAK, PINE,
POPLAR and WALNUT

**Knoxville Veneer Co.**

P. B. RAYMOND, General Manager, Knoxville, Tenn.

## What Veneer and Panel Consumers Will Use in 1914

This information is shown completely in our new correction pamphlet (off the press this week), which revises our veneer and panel consumers' requirements lists complete according to 1914 requirements.

The information contained is all first hand and guaranteed to be authentic. It gives all details that you want to know on which to base an intelligent quotation.

It would cost you thousands of dollars and years of work to compile the same information—we know because that is what it cost us. You can have it for 1% of its real cost.

As its best use is while it is fresh and it costs only two cents to write, drop us a line today and let us give you the details.

HARDWOOD RECORD, CHICAGO, ILL.

LIDGERWOOD

INTERLOCKING DRUMS
ENGINE PULLS SLACK
ANY LENGTH
REQUIRED
Lidgerwood Mfg. Co.
96 Liberty St. New York City

LOGS AT MILL AT LOWEST COST

CABLEWAY 1913 KIDDER

HIGH SPEED RETURN
SKIDS DOWNHILL as WELL as UPHILL

Branch Offices
Chicago Seattle
Agencies
Canada Canadian Allis Chalmers Ltd
New Orleans Woodward Wight & Co. Ltd.

**Lumber Dried As Never Before**

SEE THE DIFFERENCE

GRAND RAPIDS DRY KILN

GRAND RAPIDS VENEER WKS., SOLE MFRS., MICHIGAN

SECURE BETTER PRICES

AT LESS SELLING COST BY REACHING MORE CUSTOMERS. HARDWOOD RECORD PUTS YOU BEFORE THEM ALL TWICE A MONTH. ASK US ABOUT IT.

CINCINNATI

THE GATEWAY OF THE SOUTH

**ATTENTION, Mr. Furniture Man—**

If it is to your advantage to have stock that is

even colored, soft in texture

try a car of our Plain or Quartered Oak

25,000,000 feet of dry stock on hand at all times—cut from a tract of 95,000 acres of timber

**The Mobray & Robinson Company**

MILLS
Quicksand, Ky.
Viper, Ky.
West Irvine, Ky.

MAIN OFFICE
CINCINNATI, OHIO

YARDS
Cincinnati, O.
Detroit, Mich.
Rochester, N. Y.
Brooklyn, N. Y.

# RED GUM

Write us when you want BONE DRY stock
High Grade Fine Widths Good Lengths

**BENNETT & WITTE**
224 West Fourth St. CINCINNATI, O.

W. E. HEYSER, President WEAVER HASS, V. President
BENJAMIN BRAMLAGE, Sec'y & Treas.

**The W. E. Heyser Lumber Company**

MAIN OFFICE & YARDS
Winton Place
Cincinnati, Ohio

BRANCH YARDS AND MILLS
West Virginia, Mississippi, Arkansas & Kentucky

12,000,000 ft. High Grade West Virginia and Southern Hardwoods in stock at all times.

Shipments made direct from our own yards and mills in straight or mixed cars.

SEND US YOUR INQUIRIES

## Penrod Walnut & Veneer Co.

**Mills, Kansas City and Helena, Ark.**

Address all communications to

**General Offices**
**KANSAS CITY, MO.**

**Kansas City Plant**
**Exclusively**
**WALNUT**

American and Circassian Figured and Plain
VENEERS and LUMBER

**Helena, Ark., Plant**
**Exclusively**
**Rotary Cut Veneers**

Oak, Ash
Red Gum, Elm
Poplar
Cypress
Yellow Pine
DRY AND FLAT
LATHES UP TO 104″

## PENROD-JURDEN-McCOWEN LUMBER COMPANY

**Band Mills & Offices: Brasfield, Ark.**

Ready for immediate shipment

RED GUM

| QUARTERED | PLAIN |
|---|---|
| 2 cars 4/4″ 1s and 2s. | 3 cars 4/4″ 1s and 2s. |
| 1 car 5/4″ 1s and 2s. | 2 cars 5/4″ 1s and 2s. |
| 1 car 6/4″ 1s and 2s. | 1 car 6/4″ 1s and 2s. |
| 2 cars 8/4″ 1s and 2s. | 3 cars 8/4″ 1s and 2s. |
| | 1 car 10/4″ 1s and 2s. |
| 3 cars 4/4″ No. 1 Com. | 3 cars 4/4″ No. 1 Com. |
| 1 car 5/4″ No. 1 Com. | 2 cars 5/4″ No. 1 Com. |
| 1 car 6/4″ No. 1 Com. | 2 cars 6/4″ No. 1 Com. |
| 2 cars 8/4″ No. 1 Com. | 3 cars 8/4″ No. 1 Com. |
| | 2 cars 10/4″ No. 1 Com. |

**The Famous Cache River Red Gum**

**Band Sawn—Dry—Flat**

Plain and Quarter Sawn Red and White Oak always in stock

**GOOD GRADES** "STEARNS QUALITY LUDINGTON" **PROMPT SERVICE**

## HARDWOOD SPECIALISTS

**Service First**

20,000,000 feet of dry Hardwood for immediate shipment.

We've got what you want when you want it.

OUR SPECIALTIES

**Planing Mill Work**
**Dimension Stock**
**Kiln Drying**

**Our Special Offer**

10M 1x6 FAS Basswood.
22M 1x6 to 8, 10 and 12 FAS Basswood.
15M 1x12 and wider FAS Basswood.
10M 1x5 x6 No. 1 Com. Basswood.
20M 1x7 and wider No. 1 Com. Basswood.
22M 1x8 and wider No. 1 Com. Basswood.
50M 1x6 and wider FAS Beech.
16M 1x6 and wider No. 1 Com. Beech.
45M 5/4 No. 1 Com. and btr. Beech.
55M 1x6 and wider No. 1 Com. Birch.
40M 8/4 No. 1 Com. and btr. Soft Gray Elm.
65M 12/4 No. 1 Com. and btr. Soft Gray Elm.
20M 16/4 No. 1 Com. and btr. Soft Gray Elm.

*Write for Bargain Prices*

The STEARNS SALT & LUMBER CO. LUDINGTON, MICH.

# NASHVILLE

## THE LOGICAL PLACE TO BUY HARDWOODS

THE first essential to high-grade lumber, to minimum waste in working, uniform color and smooth, even, workable texture, is the proper character of timber.

The timber areas from which Nashville lumbermen draw their stocks have long been famous for the very highest type of oak, hickory, ash, southern maple, poplar and other prominent members of the southern hardwood family. This territory embraces the eastern halves of Kentucky and Tennessee, and contiguous territory.

Nashville lumber has become famous because it has always been manufactured from this class of material, of which there is still plenty left to meet all demands for many years to come.

In addition to thus being naturally enabled to furnish just a little better stock than the average hardwood lumberman, members of the Nashville trade have always rigidly adhered to a most conscientious interpretation of their customers' orders. There is now a very close working association between the different members of the local trade who, because of this arrangement, have worked practically as a unit for the purpose of maintaining the integrity of Nashville as an active advocate of the square-deal. The square-deal as it is applied in this market is not a mere vague, meaningless phrase, but is the very principle on which every transaction in which local lumbermen are interested is carried on.

The stocks now on hand on Nashville yards offer a great variety in every commercially known variety of southern hardwood. Lumber buyers are sincerely urged to give to this center their consideration when contemplating placing orders for any kinds of southern hardwood lumber.

The following concerns are representative institutions operating in Nashville, who are in position to fill any such requirements:

**John B. Ransom & Co.**
**Morford Lumber Co.**
**Farris Hardwood Lumber Co.**
**The Davidson, Hicks & Green Co.**
**Hunt, Washington & Smith**
**Love, Boyd & Co.**
**Baker, Jacobs & Co.**
**Tennessee Oak Flooring Co.**
**Nashville Hardwood Flooring Co.**

# THE SOUTH

PROMINENT SOUTHERN MANUFACTURERS

## Band Sawn Hardwoods

*WE PRODUCE OUR OWN STOCKS*

**Our Specialties:**

Cottonwood— Red and Sap Gum (Plain and Quartered Red and White) Oak Three Ply Red Gum Panels

**A Few Items We Want To Move**

4 Cars 4/4" 1st and 2nds Red Gum
8 Cars 4/4" No. 1 Common Red Gum
5 Cars 6/4" 1st and 2nds Sap Gum
4 Cars 4/4" Select Yellow Cypress
5 Cars 4/4" No. 1 Shop Yellow Cypress
9 Cars 4/4" x 13" to 17" 1st and 2nds Cottonwood
8 Cars 4/4" x 6" to 12" 1st and 2nds Cottonwood
7 Cars 5/4" x 6" to 12" 1st and 2nds Cottonwood
11 Cars 4/4" x 13" to 17" Box Board Cottonwood
5 Cars 4/4" x 11" & 12" Box Board Cottonwood
4 Cars 4/4" x 9" to 12" Box Board Cottonwood
2 Cars ½" No. 1 Common Quartered White Oak
10 Cars 6/4" Log Run Soft Maple
7 Cars 4/4" 1st and 2nds Plain Red Oak

**WRITE US FOR PRICES**

**ANDERSON-TULLY COMPANY, Memphis, Tenn.**

BOX SHOOKS and VENEERS

## John B. Yates Lumber Co.

MANUFACTURERS AND SHIPPERS OF

**West Virginia Hardwoods**

We make prompt shipments of high grade lumber at attractive prices

SEND US YOUR INQUIRIES, AND LET US QUOTE YOU

**Pennsboro, W. Va.**

TO CONSUMERS COTTONWOOD

WE OFFER

2 cars 4/4 "B" to 12" Boxboards — 2 cars 4/4 1" and wider 1s & 2s
2 cars 4/4 8" to 12" 1s and 2s — 10 cars 4/4 No. 1 and No. 2 Com.

**The Johnson-Tustin Lumber Company**

566 Randolph Bldg. MEMPHIS, TENN.

**89%** of HARDWOOD RECORD subscribers are owners of steam plants. Eighty-nine per cent are, therefore, buyers of wood-working machinery. There is little percentage of waste circulation in HARDWOOD RECORD for machinery advertisers.

**Write us for description and prices on the following stock:**

4/4", 6/4" & 8/4" Sap Poplar
5/8", 4/4", 5/4", 6/4" and 8/4" No. 1 Common Poplar
4/4", 6/4" and 8/4" No. 2 Common Poplar
4/4", 5/4", 6/4", and 8/4" No. 1 Common & Better Chestnut

**FARRIS HARDWOOD LUMBER CO.**

Manufacturers of Hardwood Lumber — **Nashville, Tenn.**

**GARETSON-GREASON LUMBER CO.**

2187 Railway Exchange Bldg. ST. LOUIS

**MANUFACTURERS**

**Four Mills**

## Salt Lick Lumber Co.

SALT LICK . . . KENTUCKY

MANUFACTURERS OF

Eureka OAK AND BEECH **Oak Flooring**

**Complete stock of 3/8" and 13/16" in all standard widths**

## Carolina Spruce Company

OFFERS FOR SALE

Two cars 8 4 common and better Basswood
One car 4/4 1st and 2nd Basswood
Three cars 4/4 No. 2 common Basswood
Two cars 4/4 No. 3 common Basswood
Two cars 5/4 common and better Chestnut
Three cars 8/4 common and better Chestnut
Three cars 8/4 common and better Red Oak
Four cars 4/4 common and better Red Oak
Two cars 4/4 No. 2 common Red Oak

BAND SAWN STOCK

Mills: Pensacola, N. C. Capacity, 50,000 ft. per day

Charles K. Parry & Co. Sole Selling Agents Land Title Building Philadelphia

# If You Want Walnut—Here It Is

Leading handlers of Black Walnut, named below, have ready to ship 10,000,000 feet of Logs, Lumber and Veneers. Consumers who want this wood in any form can get it without difficulty. The supply is ample. The aristocrat of American hardwoods is coming again into its own in this country, and factory men who have not provided for including it in their line will do well to learn the facts of the situation.

**H. A. McCOWEN & COMPANY**
**Salem, Indiana**

BLACK WALNUT

30,000 ft. 5/8" 1st & 2nds
40,000 ft. 5/8" No. 1 Com.
5,000 ft. 5/8" No. 2 Com.
20,000 ft. 3/4" 1st & 2nds
140,000 ft. 3/4" No. 1 Com.
110,000 ft. 3/4" No. 2 Com.
191,000 ft. 4/4" 1st & 2nds
540,000 ft. 4/4" No. 1 Com.
485,000 ft. 4/4" No. 2 Com.
90,000 ft. 5/4" 1st & 2nds
210,000 ft. 5/4" No. 1 Com.
70,000 ft. 5/4" No. 2 Com.
80,000 ft. 6/4" 1st & 2nds
70,000 ft. 6/4" No. 1 Com.
80,000 ft. 6/4" No. 2 Com.
44,000 ft. 8/4" 1st & 2nds
56,000 ft. 8/4" No. 1 Com.
59,000 ft. 8/4" No. 2 Com.
4,000 ft. 9/4" 1st & 2nds
6,000 ft. 9/4" No. 1 Com.
12,000 ft. 9/4" No. 2 Com.

**THEODOR FRANCKE ERBEN, G. m. b. H.**
**Cincinnati, Ohio**

WALNUT

5/8" 1's & 2's. 30,000 ft.
1/2" 1's & 2's. 110,000 ft.
5/8" 1's & 2's. 180,000 ft.
3/4" 1's & 2's. 183,000 ft.
4/4" 1's & 2's. 100,000 ft.
5/4" 1's & 2's. 23,000 ft.
6/4" 1's & 2's. 37,000 ft.
8/4" 1's & 2's. 39,000 ft.
10/4" & up.... 16,000 ft.

No. 1 COMMON WALNUT

5/8" ..... 10,000 ft.
1/2" ..... 9,000 ft.
5/8" ..... 91,000 ft.
3/4" ..... 46,000 ft.
4/4" ..... 10,000 ft.
5/4" ..... 33,000 ft.
6/4" ..... 32,000 ft.
8/4" ..... 53,000 ft.

No. 2 COMMON WALNUT

4/4" ..... 16,000 ft.
5/4 & 6/4".... 21,000 ft.
10/4" & up..... 4,000 ft.

**PENROD WALNUT & VENEER COMPANY**
**Kansas City, Missouri**

WALNUT

44,000 ft. 1st & 2nds 5/8"
62,000 ft. 1st & 2nds 3/4"
85,000 ft. 1st & 2nds 4/4"
56,000 ft. 1st & 2nds 5/4"
24,000 ft. 1st & 2nds 6/4"
22,000 ft. 1st & 2nds 8/4"
8,000 ft. 1st & 2nds 10/4"
38,000 ft. No. 1 Com. 5/8"
77,000 ft. No. 1 Com. 3/4"
174,000 ft. No. 1 Com. 4/4"
38,000 ft. No. 1 Com. 5/4"
29,000 ft. No. 1 Com. 6/4"
12,000 ft. No. 1 Com. 8/4"
10,000 ft. No. 1 Com. 10/4"

KRAETZER CURED LUMBER

In stock ready for shipment, **Three Million Feet** of figured walnut butt veneers and **Two Million Feet** of figured walnut long veneers. We furnish plain walnut veneer any thickness — cut to size.

**EAST ST. LOUIS WALNUT COMPANY**
**East St. Louis, Ill.**

BLACK WALNUT

50,000 ft. 3/8" 1st & 2nds
50,000 ft. 3/8" No. 1 Com.
130,000 ft. 1/2" 1st & 2nds
60,000 ft. 1/2" No. 1 Com.
180,000 ft. 5/8" 1st & 2nds
110,000 ft. 5/8" No. 1 Com.
160,000 ft. 3/4" 1st & 2nds
110,000 ft. 3/4" No. 1 Com.
54,000 ft. 4/4" 1st & 2nds
169,000 ft. 4/4" No. 1 Com.
66,000 ft. 5/4" 1st & 2nds
32,000 ft. 5/4" No. 1 Com.
29,000 ft. 6/4" 1st & 2nds
32,000 ft. 6/4" No. 1 Com.
14,000 ft. 8/4" 1st & 2nds
22,000 ft. 8/4" No. 1 Com.
6,000 ft. 10/4" 1st & 2nds
7,000 ft. 10/4" No. 1 Com.
13,000 ft. 12/4" 1st & 2nds
8,000 ft. 12/4" No. 1 Com.

**FRANK PURCELL, Kansas City, Missouri**

PRIME

WALNUT LOGS

FOR EXPORT

Figured Walnut Logs

Figured Walnut Butts

**SANDERS & EGBERT COMPANY**
**Goshen, Indiana**

WALNUT

1/2" 1st & 2nd. 30,000 ft.
3/4" 1st & 2nd. 50,000 ft.
3/8" 1st & 2nd. 50,000 ft.

No. 1 COMMON WALNUT

5/8" ..... 10,000 ft.
4/4" ..... 4,000 ft.

**GEO. W. HARTZELL Piqua, Ohio**

WALNUT

5/8" 1st & 2nds. 3,500 ft.
3/4" 1st & 2nds. 27,000 ft.
4/4" 1st & 2nds. 13,300 ft.
5/4" 1st & 2nds. 11,500 ft.
6/4" 1st & 2nds. 13,500 ft.
8/4" 1st & 2nds. 16,200 ft.
10/4" 1st & 2nds. 12,300 ft.
12/4" 1st & 2nds. 14,500 ft.
16/4" 1st & 2nds. 6,300 ft.

No. 1 COMMON WALNUT

3/4" ..... 7,200 ft.
4/4" ..... 15,700 ft.
5/4" ..... 8,200 ft.
6/4" ..... 3,400 ft.
8/4" ..... 11,300 ft.
10/4" ..... 2,400 ft.
12/4" ..... 800 ft.

5/8" Special Clear 67,500 ft.
3/4" to 4" thick, fine figured panels, boards and planks, 15,000 ft.
Special heavy planks, 4" to 6" thick, 6 ft. & up long, 8,000 ft.
4/4" clear face, 6" & up wide, 11,300 ft.
All the above band sawn equallized, in stock, dry and ready for immediate shipment.

**PICKREL WALNUT COMPANY**
**St. Louis, Missouri**

Capacity Annually of
6,000,000 Feet
OF
BLACK WALNUT

We can furnish purchaser with all grades of Walnut Lumber cut to any thickness, and we give our prompt attention to special dimensions cut to order.

# AMERICAN FOREST TREES

*"Written in the Lumberman's Language"*

¶ It tells all there is to know about every commercial tree in the United States, and

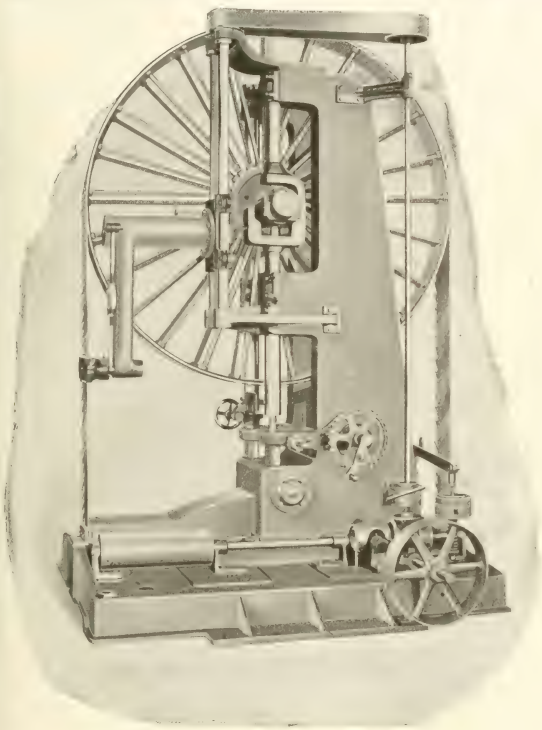
¶ You can rely absolutely upon its technical correctness in every detail.

¶ We have left a few hundred copies of this beautifully bound edition after a very satisfactory sale and

¶ Can make quick shipment on ten days' trial upon receipt of your order.

Price, prepaid, six dollars.

**HARDWOOD RECORD**
**537 South Dearborn St., Chicago, Illinois**



# The Newest Hoosier Band Saw Mill

We have been building band mills for thirty-five years and this New Hoosier Band Saw Mill represents the experience of these years.

The simplest mill in construction and the easiest kept in order.

We build this mill in three sizes, 6, 7 and 8 ft. The widest saw the 6 ft. mill will carry is 10″; the 7 and 8 ft. mills will carry 10, 11 or 12″ saws. This mill is built in a substantial manner and embodies all that is latest and best in Band Mill design. The base is of the heavy extension pattern and is so constructed that it does not overhang the foundation but extends completely around the mill. By means of the construction of the column the upper wheel runs in the center of the mill and is supported both above and below the mandrel. The bearings are long and are chain oiling.

The tension device has roller bearings and is very sensitive and durable. The upper guide is raised and lowered by power and is nonbreakable. The lower guide is so arranged that it can be opened quickly. The roll back of the saw is power driven.

The 6 ft. mill will split a 48″ log and lay down a 30″ board between saw and column; the 7 ft. will split a 54″ log and lay down a 36″ board, the 8 ft. will split a 57″ log and lay down a 42″ board.

## The Sinker-Davis Co., Indianapolis, Ind.

*Makers of Hoosier Saw Mill Machinery*

# LOUISVILLE

## THE HARDWOOD GATEWAY OF THE SOUTH

# Opportunities for the Shrewd Buyer

Experienced buyers of hardwood lumber, looking over the list of stock offered for sale by the firms listed below, will see a good many items which they can use. They will be able to get this lumber, which is in excellent condition, thoroughly dry, good widths and lengths, at prices which will make the business unusually satisfactory. Factory men needing stock are urged to send in their inquiries. The lumber can be had at rock-bottom prices, and is a splendid buy at the prices at which it will be quoted to those interested.

### CHURCHILL-MILTON LUMBER COMPANY

[illegible] feet [illegible] and better [illegible]
[illegible] feet [illegible]
15,000 feet 3-in. log run beech.
[illegible] feet 4-4 common and better hard maple.
[illegible] feet 6-4 common and better hard maple.
[illegible] feet 8-4 common and better hard maple.
[illegible] feet 10-4 common and better hard maple.
15,000 feet 3" and 4" common and better hard maple.
250,000 feet 4-4 and thicker No. 2 com. and better poplar
15,000 feet 10-4 log run elm.
[illegible],000 feet 1s and 2s plain red oak.
15,000 feet 5-4 1s and 2s plain red oak.
20,000 feet 5-4 plain red oak step plank.
12,000 feet 8-4 1s and 2s plain red oak.
[illegible] feet [illegible]
[illegible] feet [illegible] white oak.

### NORTH VERNON LUMBER COMPANY

25,000 feet 5-8 FAS ash.
15,000 feet 4-4 FAS ash.
10,000 feet 10-4 FAS ash.
100,000 feet 5-8 FAS poplar.
75,000 feet 5-8 No. 1 common poplar.
57,000 feet 5-8 poplar saps.
23,000 feet 4-4 poplar saps.
50,000 feet 5-8 FAS quartered white oak.
54,000 feet 5-8 No. 1 common quartered white oak.
50,000 feet 5-8 FAS plain red oak.
100,000 feet 5-8 No. 1 common plain red oak.
100,000 feet 4-4 No. 1 common plain red oak.

### BOOKER-CECIL LUMBER COMPANY

[illegible] feet [illegible]
30,000 feet 4-4 No. 1 common quartered white oak.
100,000 feet 4-4 No. 1 common poplar.
15,000 feet 4-4 1s and 2s plain white oak.
15,000 feet 6-4 1s and 2s plain red oak.
50,000 feet 4-4 sap poplar.
15,000 feet 12-4 1s and 2s poplar.
20,000 feet 4-4 1s and 2s cottonwood.
12,000 feet 4-4 1s and 2s plain red gum.
15,000 feet 8-4 No. 1 common plain red oak.
10,000 feet 12-4 1s and 2s ash.
12,000 feet 4" common and better ash.

### W. P. BROWN & SONS LUMBER COMPANY

50,000 feet 4-4 No. 1 common quartered red gum.
12,000 feet 6-4 No. 1 common plain red gum.
20,000 feet 4-4 1s and 2s quartered red gum.
16,000 feet 4-4 No. 1 common quartered white oak strips.
25,000 feet 4-4 clear face plain red oak strips.
36,000 feet 4-4 No. 1 common chestnut.
40,000 feet 10-4 1s and 2s common poplar.
30,000 feet 3-inch 1s and 2s ash.
100,000 feet 4-4 13" to 17" gum boxboards.

### LOUISVILLE VENEER MILLS

25,000 feet 4-4 No. 1 common and better plain oak
20,000 feet 5-8 No. 1 common and better quartered white oak.
15,000 feet 4-4 No. 2 common quartered white oak
30,000 feet 4-4 No. 1 common and better quartered white oak.
15,000 feet 4-4 quartered white oak strips.
20,000 feet 5-8 No. 2 common poplar.
40,000 feet 5-8 No. 1 common and better poplar.
15,000 feet 4-4 No. 2 common poplar.
15,000 feet 4-4 No. 1 common poplar.
20,000 feet 4-4 No. 1 common plain red gum.
30,000 feet 4-4 1s and 2s plain red gum.
35,000 feet 4-4 1s and 2s quartered red gum.

### EDWARD L. DAVIS LUMBER COMPANY

75,000 feet 4-4 1s and 2s plain red oak.
100,000 feet 4-4 1s and 2s quartered white oak.
50,000 feet 8-4 No. 1 common poplar.
40,000 feet 8-4 1s and 2s plain red oak, bone dry.
40,000 feet 8-4 No. 1 common plain red oak.
100,000 feet 8-4 No. 1 common hickory.
50,000 feet 8-4 No. 2 common hickory.
20,000 feet 6-4 No. 2 common hickory.
12,000 feet 4-4 sap poplar.
50,000 feet 8-4 No. 2 common hickory.
20,000 feet 6-4 No. 2 common hickory.
30,000 feet 4-4 sap poplar.

### NORMAN LUMBER COMPANY

[illegible] feet 4-4 1s and 2s sap gum.
100,000 feet 5-4 1s and 2s sap gum.
350,000 feet 4-4 No. 1 common sap gum.
90,000 feet 5-4 No. 1 common sap gum.
150,000 feet 4-4 1s and 2s red gum.
600,000 feet 4-4 No. 1 common plain red oak.
88,000 feet 5-4 No. 1 common plain red oak.
50,000 feet 6-4 No. 1 common plain red oak.
100,000 feet 4-4 No. 1 common poplar.

### STEMMELEN LUMBER COMPANY

(Branch Office, New Albany, Ind.)

30,000 feet 6-4 No. 1 common plain red oak.
12,000 feet 6-4 1s and 2s plain red and white oak.
30,000 feet 8-4 1s and 2s plain red oak.
30,000 feet 8-4 1s and 2s plain white oak.
15,000 feet 8-4 No. 1 common plain white oak.
30,000 feet 8-4 No. 1 common plain red oak.
30,000 feet 4-4 No. 2 common plain white oak.
60,000 feet 4-4 1s and 2s quartered white oak.
30,000 feet 4-4 1s and 2s basswood.
25,000 feet 4-4 1s and 2s poplar.

## THE EAST

BOSTON NEW YORK PHILADELPHIA

**Willson Bros. Lumber Co.**

MANUFACTURERS

WEST VIRGINIA HARDWOODS

Oliver Building PITTSBURG, PA.

**WM. WHITMER & SONS**

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Manufacturers and Wholesalers of All Kinds of

"If Anybody Can, We Can"

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West Virginia Spruce and Hemlock
Long and Short Leaf Pine Virginia Framing

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REAL ESTATE TRUST BUILDING, PHILADELPHIA, PA.

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Wood-Mosaic Co., New Albany, Ind.

**WM. E. LITCHFIELD**

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**Specialist in Hardwoods**

Manufacturers are requested to supply lists of stock for sale

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A real Cork Pine Substitute for Planing Mill and Pattern Work

Idaho White Pine Northern Soft Cork White Pine

Also Yellow Pine and Hardwoods

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MANUFACTURER HARDWOOD LUMBER

Circular-sawed Poplar, Oak, Chestnut, Basswood, Maple

Mill at Stone Coal Junction, West Virginia

# R. E. Wood Lumber Company

¶ Manufacturers of Yellow Poplar, Oak, Chestnut, Hemlock and White Pine.

¶ We own our own stumpage and operate our own mills.

¶ Correspondence solicited and inquiries promptly answered.

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FIFTEEN ACRES OF DRY LUMBER. EVERY WIDTH, LENGTH, GRADE AND THICKNESS IS PILED SEPARATELY. A COMPLETE ASSORTMENT POPLAR, OAK, GUM

Planing Mill and Resawing Capacity 100,000 feet daily

**We Save You Money**



**If you use wide Poplar, write our nearest office for prices**

15 M 4 - 18 and up Panel Poplar

18 M 2" - 6 to 17 1st and 2nd Poplar

18 M 2" - 18 to 22 1st and 2nd Poplar

15 M 4" - 18 to 21 1st and 2nd Poplar

15 M 2" - 22 to 25 1st and 2nd Poplar

10 M 4" - 22 to 25 1st and 2nd Poplar

6 M 2" - 26 and up 1st and 2nd Poplar

5 M 4" - 26 and up 1st and 2nd Poplar

10 M 4" - 6 to 17 1st and 2nd Poplar

10 M 4" - 6 to 17 1st and 2nd Poplar

15 M 4" - 18 and up 1st and 2nd Poplar

[illegible] —Immediately ship —National Grades. We have five million feet Poplar and Oak awaiting your inquiries

**Faust Bros. Lumber Co.**

Fisher Building CHICAGO, ILLINOIS

City Bank Building PADUCAH, KENTUCKY



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Kiln-Dried

Polished

CARRIER LUMBER & MFG. CO. SARDIS MISS.

HARDWOOD LUMBER — BOX SHOOKS — DIMENSIONS — BENT WOODWORK — ROTARY CUT VENEER

Hollow Backed and Bundled


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SUBSCRIPTION TERMS: In the United States and its possessions, and Canada, $2.00 the year; in foreign countries, $1.00 extra postage.

In conformity with the rules of the postoffice department, subscriptions are payable in advance, and in default of written orders to the contrary, are continued at our option.

Instructions for renewal, discontinuance, or change of address, should be sent one week before the date they are to go into effect. Both old and new addresses must be given.

Both display and classified advertising rates furnished upon application. Advertising copy must be received five days in advance of publication dates.

Entered as second-class matter May 26, 1902, at the postoffice at Chicago, Ill., under act of March 3, 1879.



# ICHABOD T. WILLIAMS & SONS

## Foreign and Domestic Woods In Logs, Lumber and Veneers

11th Ave. and 25th Street NEW YORK

910 So. Michigan Avenue CHICAGO

# Hardwood Record

Published in the Interest of the American Hardwood Forests, the Products thereof, and Logging, Saw Mill and Wood-Working Machinery, on the 10th and 25th of each Month, by

THE HARDWOOD COMPANY

Edgar H. Defebaugh, President
Edwin W. Meeker, Managing Editor
Hu Maxwell, Technical Editor

Entire Seventh Floor Ellsworth Building
537 So. Dearborn Street, CHICAGO
Telephones: Harrison 8086-8087-8088

Vol. XXXVIII CHICAGO, MAY 10, 1914 No. 2


## Review and Outlook

### General Market Conditions

THE UNUSUAL GATHERING OF LUMBERMEN which has taken place in Chicago during the past week on account of the Forest Products Exposition and the various conventions held in this city has given an opportunity of sounding out pretty well the sentiment of the trade from various parts of the country regarding the business situation as a whole. The summarized expression of representative lumbermen indicates that continued quiet prevails without any reasonable prospect of an opening up on a really active basis before the fall months. This does not mean that trade is demoralized, but simply that there continues to be a conservative feeling on the part of all buyers, which is resulting continuously in the placing of innumerable small orders for immediate shipment to meet actual requirements rather than contracts for advance delivery.

Practically without exception, however, the more representative men of the trade figure that the months to come will not see any break in prices, offering as substantial proof of that view the depleted stocks in consumers' and yardmen's hands, and also a continued lack of accumulation at the mills, and in hardwoods, more especially in northern hardwoods, prices are holding out as firmly as could be expected. The evidence continues to point to a uniform maintenance on about the present price level.

The policy of watchful waiting as instituted by the administration at Washington and the handling of the Mexican situation, is becoming the policy of business interests throughout the country. The unusual number of unemployed in all the large centers, cutting down the buying power of the populace, is unquestionably having a great deal to do with the consumers' market for various commodities, and all lines of trade are beginning to feel this pinch. The result is uncertainty as to the wisdom of proceding on normal lines and consequent hesitation in making advance of any particular consequence in any direction. Proposed legislation involving anti-trust measures and other matters that have come up at Washington continue to constitute the chief mar on the horizon.

Business men generally have decided to operate conservatively until they see just what this cloud means, whether it will produce storm or whether it is simply a passing cloud going before a period of bright sunshine. At any rate, the attitude of business men generally is that the government should hold off any further work of this kind until more normal conditions have presented themselves, so that business will not be too greatly shocked by a deluge of legislative evolution resulting in too great a change in business policy and methods.

The hardwood condition in most sections continues inactive with a liberal sprinkling of orders which, however, in the most part result in a considerable accumulation. For the most part in the large cities building has not been so satisfactory as had been anticipated, and as a result the yardmen are not putting in any great quantities of stock.

The factory trade is continuing its policy of short time buying and small orders, which is probably the result both of unsatisfactory conditions in their own trade and the belief in the possibility of hardwood prices breaking. It is safe to predict that they will be disappointed in the latter assumption.

The northern hardwood situation is pretty concisely set forth in the following summary of market conditions as reported at recent conventions of the Michigan and Wisconsin manufacturers:

Reviewing the report of the Michigan Hardwood Manufacturers' Association elsewhere in this issue, maple lumber shows very favorable conditions from the lake shippers' report. Sixteen members report on hand 15,164,000 feet as against 15,367,000 feet one year ago. The same sixteen shippers report sales of 29,906,000 against 26,890,000 of last year, which leaves an average of 2,316,000 yet to sell.

Three large shippers, non-members of the association, who cut 7,000,000 feet of flooring last year are out of business, thus reducing the lake shipment stocks 9,316,000 feet.

The prices hold firm. All available lumber for flooring by the rail shippers sold at last year's figures or better. The flooring business is in good condition and the manufacturer is fully able to pay the prices which prevailed last year.

A number of jobbers' yard stocks have been discontinued and there are comparatively few stocks in the hands of middlemen which consumers can draw upon for rough lumber.

Woodworking factories are running and depleting their reserves, which will necessitate buying additional stock. A rather good indication of the present condition of maple is that the estimate made on January 1 is 8,000,000 feet over the estimate shown on April 1, and if an estimate were made at the present time this surplus would no doubt show from 25,000,000 to 30,000,000 feet.

Summarizing, the general situation continues to be slow but sound, with conservatism the keynote and with the probability that present conditions will maintain for several months to come.

### The Cover Picture

THE COVER PICTURE illustrating this issue of HARDWOOD RECORD represents a scene outside the borders of the United States, but it is one familiar to many persons who have had occasion to cross the Selkirk mountains of British Columbia by way of the Canadian Pacific Railroad. The photograph is from the collection of the Field Museum, Chicago.

The region lies at too great an elevation to show the typical timber of British Columbia. There are firs and pines of good form

The picture's beauty is its chief value. The traveler must go far to find a scene more attractive, combinations more pleasing, more artistic setting. Nature is absolutely unmarred. There is from the porch of one of the best known hotels of Canada—the

## The Keynote of the National Convention

THE [illegible] and most forcibly by G. C. Longman in his talk on "The Man of It," and while his propoundments were more or less of an idealistic character, the spirit instilled was felt in most of the other addresses and discussions, although differently applied.

Mr. Longman's application had more to do with the relations of the employer and employe while the same thought as shewn in the other efforts was a decided tendency to see the other man's side as between lumbermen themselves. Boiling down the spirit of the discussions, it can be seen that the realization of the necessity for mutual action behind the effort to broaden the lumber market is general.

This tendency was seen best in the support of a suggestion to advertise wood collectively to offset the inroads of the substitutes, in addition to maintaining the present methods of competitive advertising of the various species themselves.

The idea was carried even further in so far as the relations of the various factors in the trade are concerned; as, for instance, the relation of the retailers with the millmen and other distributors. It really seems that there will be definite and tangible results following along these lines—that there will be a definite advertising campaign to set forth the advantages of forest products to follow up the exposition efforts and that comprehensive methods will be adopted to educate and co-operate with the retailer with the purpose of enlisting him in the effort to boost lumber products as against substitutes. This is a big idea and if it is eventually worked, will go a long way toward maintaining for lumber its legitimate markets.

## The Exposition

JUST WHAT IS THE FOREST PRODUCTS EXPOSITION, [illegible] what does it mean is the question that was on the lips of many Chicagoans during the past week—that is, it was a question until such persons took the opportunity of viewing for themselves the remarkable collection of visual demonstrations of utility of most of our more prominent woods.

The vast gulf of misunderstanding resulting from long standing familiarity which has separated the layman from a proper appreciation of the distribution and supply, the manufacture and utilization of the products of our forests, was an obstacle that was difficult of overcoming in gaining a proper publicity to the importance of the exposition.

The centuries' old use of wood in all lines of construction has led to a false belief on the part of home builders and furnishers [illegible] hence, the remarkable displays on exhibition at the Coliseum in [illegible]

It can be said with entire truthfulness that no other exposition of [illegible] in a public educational proposition and in this measure [illegible] the gaining of the public attention the effort probably did not come up to expectations. However, the enthusiasm of those fortunate enough to attend will mean a spreading of the good work, a great impetus to the interest in wood products.

It has been argued that the exposition was a competitive advertising proposition among the various woods themselves, but this is not so. In the first place, the only real good that could result from such a show would come from actual exposition of woods in use. In the second place, such exposition could come only through individual exhibits. No one can argue that the exhibits shown were not singularly successful in attaining the object aimed at—the serious consideration of the varied utility of wood by prospective builders of various structures.

Everything argues for an even greater interest in the show when it is set up in New York. It is merely to be hoped that the popular interest will be successfully aroused before the exposition opens its doors in the Grand Central Palace.

## Merchandising—Vital Factor in Lumber Business

THAT THERE HAS BEEN A DECIDED EVOLUTION in the lumber business in recent years, from a purely manufacturing proposition to a combination of careful manufacturing methods and increasing merchandizing study, is generally conceded. The absorbing interest with which lumber manufacturers are now viewing the latter field of effort and the general alarm at their shortcomings in that direction is, however, just becoming really appreciated.

Lumbermen, manufacturers and distributors of an old, supposedly well-established commodity, have always enjoyed a naturally stimulated market, a market opened up and broadened without any unusual effort on their part. So long as the old order of things maintained, all was well, but with the advent of the variety of substitutes and the aggressive methods pursued by their exponents, conditions have been turned completely over and the lumberman is now up against the dire necessity of adopting methods equally aggressive in order to preserve as far as possible the old market for forest products through taking advantage of the infinite number of marketing possibilities that have never before been considered.

Lumber merchandizing has always been a proposition of big sales—a mere filling of a naturally created and naturally stimulated demand. Lumber merchandizing of the future will have ramifications so broad and so varied that methods of an entirely different character will be adopted. A start in this direction—a mere skeleton of what is necessary was instituted at the meeting last week of the National Lumber Manufacturers' Association. The tremendous necessities and possibilities there outlined make the task ahead seem of almost overwhelming proportions. The spirit with which the new thought is being accepted, however, augurs well for its outcome.

## Juggling With Figures

IF THE DAILY PRESS has correctly quoted a recent report by Joseph E. Davies, Commissioner of Corporations, figures have been presented in a way to suggest juggling. In other words, official government statistics dealing with lumber prices are very far from those quoted. The commissioner's report in full has not yet reached the office of HARDWOOD RECORD, and the comments which follow are based on the assumption that the newspapers have quoted correctly.

The charge, stated briefly and pointedly, is that the National Lumber Manufacturers' Association has raised prices of lumber;

or at least that "lumbermen through their associations and otherwise were industriously striving in concert to maintain or raise prices," and that "lumber prices advanced from 80 to 200 per cent between 1897 and 1907."

It is somewhat difficult to pin down such a statement as that in all its details. It may be a fact that some grades or kinds of lumber, in certain markets, and under local circumstances, may have shown such increase in price. To that extent it is possible that figures might be dug up somewhere to sustain the commissioner's claim of such advance in lumber cost; but such advance will not hold true of lumber generally. In fact, the statement is wholly misleading.

Of the charge in the report that lumbermen maintained a lobby in Washington at a former time, and that they combined to raise prices, no discusion will be offered at this time, but the claim that prices went up from 80 to 200 per cent cannot be allowed to pass unchallenged. If that claim falls when tested by records, the assumption is allowable that the other charges have no better foundation on which to stand.

The claim that the price of lumber rose 200 per cent, or any other per cent, in a stated time cannot be proved by picking a case here and there. Such figures would be exceptions, and rules are not proved by exceptions. On the contrary, too many exceptions destroy a rule.

In comparing prices, the mathematical axiom must be followed that like must be compared with like. A retail price must not be compared with a price at wholesale. A price in Louisiana must not be pitted against a price in New York. The grades must be alike, the conditions alike, or there is no value in comparisons.

Take similar conditions, like grades, and make the comparisons as broad as possible, and the results are worth something, and not otherwise. In a charge as serious as that made against the National Lumber Manufacturers' Association, there should be no juggling of figures to prove the charge. It is easy for one to deceive himself, particularly when hunting evidence to prove a charge already believed to be true. However, if the broadest possible scope is given to the evidence, the chance of being misled by the exceptions is greatly diminished.

The government, through the Census Bureau and the Forest Service, has published pretty full figures of lumber prices from 1899 to 1912. The report of Commissioner Davies goes farther back than 1899, but as HARDWOOD RECORD has the complete figures only to 1899 it must begin there with its comparison of lumber prices, and bring them down to the close of 1912, which is the latest year thus far published. In order to be perfectly fair in the comparisons, it is thus explained that the period is not exactly the same as that during which the commission claimed that prices had gone up from 80 to 200 per cent; but it is believed to be a fair comparison. At any rate it is broad. It covers every part of the United States, and includes every kind of lumber for which prices are published by the government. Nothing is left out and nothing is put in for the purpose of proving or disproving anything. The figures are given and they speak for themselves. The prices quoted are all on the same basis—mill run lumber loaded on cars ready for shipment from the mills. That is the point where it leaves the control of the manufacturers, and if they have anything to do with raising or fixing prices, they would do it before the lumber leaves them. The figures on which the following percentages are based may be found on page 50 of the bulletin giving the lumber cut in 1912, printed in 1914:

| Lumber f. o. b. Mill | Increase in Value from 1899 to 1912 Per cent. |
|---|---|
| Hickory | 24 |
| California Redwood | 27 |
| Ash | 30 |
| Red Gum | 31 |
| Maple | 32 |
| Cedar | 33 |
| Douglas Fir | 34 |
| Hemlock | 38 |
| Birch | 40 |
| Western Yellow Pine | 41 |
| Oak | 43 |
| Elm | 48 |
| Larch | 49 |
| Basswood | 50 |
| Cypress | 51 |
| Spruce | 54 |
| White Pine | 54 |
| Southern Yellow Pine | 58 |
| Yellow Poplar | 72 |
| Cottonwood | 97 |
| Average for all lumber | 38 |

The foregoing figures fall far short of substantiating the claim of "from 80 to 200 per cent" advance in price. The average is 38 per cent, the lowest 24, the highest 97. The latter is cottonwood, and it is the only one in the whole list that goes above even the 80 per cent claimed. The reason why it increased in price as much as it did is easily explained without presupposing a combination of manufacturers to force the price up. Cottonwood is becoming very hard to get, and those who must have it are obliged to pay. The cut in 1899 was 415,000,000 feet, and only 227,000,000 in 1912. Yellow poplar, the next greatest in price advance, has a similar history. The cut in 1899 was 1,115,000,000 feet, and in 1912 was 623,000,000.

Those who are searching for a cause for the advance in lumber prices would be well repaid by directing their search into the field of "supply and demand."

## The Yellow Pine Ring Rule

AT A MEETING OF THE YELLOW PINE Manufacturers' Association in Chicago on May 5 the committee on grades made a favorable report on a proposed change in, or addition to, the grading rules relating to pine timbers, and the meeting accepted the committee's report. That action, however, did not constitute an adoption of the proposed change, but will serve to bring it before a future meeting of the association which will have authority to adopt, modify, or reject.

The ring rule is not a new thing as applied to pine timbers. Its principle is well understood. It is based on the number of rings of yearly growth per inch on a line measured from the tree's heart to the bark. The recent purchase by the Panama Canal Commission of six million feet of southern yellow pine on an inspection based largely on the number of rings to the inch has brought the matter to the front at this time.

There are four leading southern yellow pines, commonly called longleaf, shortleaf, loblolly, and Cuban. The first of these is usually of slow growth, with narrow rings. It is known commercially as hard or Georgia pine, and possesses great strength when the timber is of slow growth. The other three pines usually grow more rapidly, with wider rings; but any of the pines may grow slowly or rapidly, depending upon whether conditions are favorable or unfavorable.

The proposed ring rule does not favor or disparage any particular species of southern yellow pine, but is concerned only with the width of the growth rings. This is on the assumption that timbers with rings of the same kind are of the same strength without regard to the exact species. In connection with the number of rings to the inch, their character is likewise considered, with regard to the proportion of the ring composed of dense summerwood and of lighter springwood.

The proposed rule has been favored because of its simplicity, and especially because it would remove a fruitful source of disputes and misunderstandings concerning the exact species of yellow pine. Anybody can count rings and measure with a rule, but it is not always an easy matter to determine the precise species of pine from which a timber was cut.

The Forest Products Laboratory at Madison, Wis., paved the way for the adoption of such a rule by making numerous tests of pine beams to ascertain their strength in relation to the width of the rings and the comparative quantities of springwood and summerwood. The tendency of the tests all pointed one way, and showed that so far as the southern yellow pines are concerned, strength is not a matter of species but of structure, and that two trees with similar rings do not differ much in strength, though one may be longleaf and the other loblolly.

On a ring rule system of grading, timbers would be classed as "dense wood" and "not dense wood." A somewhat explicit defini-

## Interstate Commerce Commission Decides in Box Case

A

The commission further admits that certain specific commodities are not suited for shipment in fiber containers, but states further that this question must be worked out by the shippers and carriers themselves

Thus the wooden box interests seem to have achieved a very substantial victory, although the case has not been culminated as yet. The classification committee of the National Lumber Manufacturers' Association is laying its plans to renew this work with even greater energy than before, and while the evidence is unquestionably favorable to the wooden box, it will require the co-operation of all interested parties to carry the question to a successful culmination.

## Employers' Liability Act

F

the latter part of April, in which the decision of the latter court was in favor of the Johannesburg Manufacturing Company, Johannesburg, Mich.

The case applies to one of the men employed by a contractor working for the Johannesburg Manufacturing Company. This man was killed while using a borrowed snow plow, which was the property of the Johannesburg Manufacturing Company. The widow sued the company and gained a decision in the lower courts and the case was appealed to the Circuit court, which ruled that the owner had no control over help employed by a jobber and, consequently, the owner was not liable for the acts of the jobber's employes.

This case has established a ruling protecting owners from the liability of damages arising from the injuring of men employed by jobbers when the jobber is using tools of the owner.

## Promises Well

T

nounced two years' course in the business of lumbering which will be given next year by the Harvard Graduate School of Business Administration in co-operation with the Harvard Forestry School rests entirely in the character of the education administered to the students and upon the attitude of lumber interests to such a course. It has been argued that this departure was brought about by the request of prominent lumber interests and if this is true the attitude of the lumber trade should be favorable not only in the matter of giving to such course their moral support and advisory assistance, but also in the matter of placing the graduates and giving them the opportunity of demonstrating the practicability of what they have learned by actual work.

No one will argue that there is not an immediate field for scientific study in connection with the manufacture, merchandizing and utiliza-

## Steel Cars Inimical to Electrical Development

A

charged with electricity and the sixty passengers found themselves in

the case of serious accidents on such lines.

It seems that the steel doors and windows would not budge on account of the magnetic properties brought on by the electric current, and it is not pleasant to think of the circumstances which would result from a serious wreck on an interurban train in which the possibility of the electrification of the steel cars would be entirely feasible, and in which there would be absolutely no means of egress for the entombed passengers.

Such possibilities must be taken into consideration in connection

## The Home Markets in the South

T

Mr. Harrison says, "Great as has been the progress of the South, we have only fairly begun to realize our opportunities for agricultural and industrial development. The rapid progress here made by southern farmers in the adoption of improved farming methods will greatly increase our steadily growing agricultural output. The economic law tending to the location of manufacturing enterprises in proximity to supplies of raw material and to power resources, and the advantages of home markets based on a prosperous and increased agricultural population will stimulate the development of diversified manufacturing in all of the southern states."

HARDWOOD RECORD has always contended that the real opportunities of the future for this country lay in the South because of the remarkable natural resources to be found there, the tremendous agricultural possibilities as yet undeveloped, and the favorable conditions for existence. As to the development of home markets, this work has a practically virgin field in which to operate. The next few years will unquestionably show a marked development in the agricultural and industrial territory of the southern states. There is every reason to believe that such development will be of a permanent and particularly sound character. It will result not only from natural migration within this country itself, but from immigration from foreign countries. Such immigration naturally tends to territory that offers the greatest possibilities of real development. The South will very well deserve watching within the next few years.

GRAPHIC ILLUSTRATION SHOWING THAT THE LUMBER INDUSTRY LEADS AS AN EMPLOYER OF LABOR

# The Forest Products Exposition

The Forest Products Exposition that was opened to the public at the Chicago Coliseum, April 30, was the most complete display of the utilization of wood ever brought together in this or any other country. The word "utilization" should be emphasized, because the keynote of the whole enterprise was use. There was nothing for display's sake, nothing for empty show. That was the first impression and the most lasting impression made upon those who attended.

The plan of the exposition was well laid and was executed with ability. George S. Wood, who was in authority and whose untiring work contributed enormously to the success attained, followed a high ideal, and reached it.

The scope of the exposition embraced the country's entire timber resources, from ocean to ocean and from peaceful Canada to stormy Mexico. While every commercial timber of the United States was not shown, every kind and class was present. There are 514 recognized kinds of woods in this country, but more than half of them are never seen at a sawmill or factory. The really valuable trees do not much exceed 160 kinds, and most of them were represented at the exposition by their woods.

INTERIOR VIEW OF THE EXPOSITION AT CHICAGO

One of the primary objects in making the exhibits was to answer the arguments of manufacturers of substitutes for wood, who have been preaching up and down the country that the forests are depleted, or soon will be, and that the fine timbers which were once abundant are now scarce or totally exhausted. The exhibition has proved the falsity of all statements of that kind. While it is true that the American forests once contained larger amounts of timber than they hold today, it is equally true that every valuable kind can still be had, and in quantities usually large enough to meet the demand. If dealers in substitutes have been getting business under the pretense that wood is not to be had except by paying exorbitant prices, they have been getting business under false pretense.

The one cause for regret is that millions instead of tens of thousands of people were not privileged to see the exposition; but the encouraging feature is that many who were not there will hear highly favorable reports from those who attended.

by master artisans. This feature added immensely to the attractiveness of the exhibition, and not a little to its commercial value.

*papyrifera*), the [illegible] whose bark the [illegible] their canoes, [illegible] made of it in [illegible] At the Coliseum the railing enclosing many of the [illegible] poles with the bark still on, giving the work a rustic appearance [illegible] to the

HANDSOME INTERIOR EXHIBITED BY THE OAK MANUFACTURERS

look at it with [illegible]

Very [illegible] shown, for it was among the earliest woods used in America, but no attempt was made to prove antiquity, to make an array of antiques, or to display age. It was not necessary. The simple [illegible] for it can be said of oak, as of few other woods, that "it is the same yesterday, today, and forever."

The room was finished wholly in as perfect specimens of oak lumber as were ever brought together. The ceiling was of beams and panels, massive enough to produce the effect of solidity. The walls were paneled with quartered oak. The mantel was in harmony with the walls and ceiling, and the room was completed by [illegible] the [illegible], All [illegible] was modern, up-to-date; and the selection of the [illegible] and the workmanship showed excellent taste.

[illegible] Place

Oak occupies a high place in [illegible] It has more than 1,000 well-recognized uses. It is claimed that in its scope of utility it surpasses [illegible] other native or foreign wood. [illegible] every industry that uses any kind of wood, uses oak.

It is the most abundant hardwood of this [illegible] The supply of oak in the forests equals the combined supply of all other trees of the hardwood class. Estimates known to be fairly accurate place the total stand of the wood at [illegible] feet in the United States.

The annual sawmill cut exceeds that of any other hardwood. In fact, it is three times as large as its nearest competitor, maple, and it furnishes about forty per cent of the whole sawmill cut of hardwoods in the country.

More oak is used for manufacturing purposes than any other two hardwoods, and the total annual demand is believed to equal nearly 2,000,000,000 feet.

In strength and stiffness it ranks among the highest. It is the standard for hardness by which all other woods are compared. When employed as interior parts of building it excels most woods in resistance to dry rot.

Those who had the planning and construction of the oak exhibit at the Coliseum had almost an unlimited field to choose from. They selected a simple scheme that accentuated the most valuable qualities of the wood.

[illegible] statistics show that planing mill products, in which

**OAK MANUFACTURERS**

[illegible] ily of oaks in [illegible] States was represented at the [illegible] by an unsupported [illegible] and the leading [illegible] although some [illegible] of the [illegible] to the completeness of the display. The exhibit was in charge of W. K. Gibbs of Chicago.

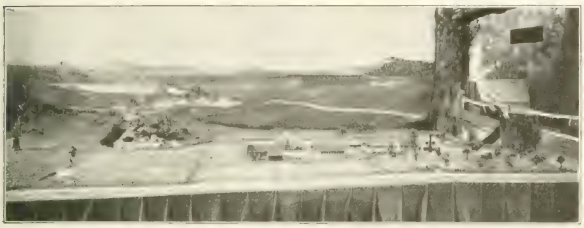
It is not an easy matter to spring any surprises on the cultured American, in the appearance of oak as material for interior finish and for furniture, because this wood has been used so long, and so widely that the better classes of Americans have known it, and have admired it all their lives. It is the finish which always has been in taste in the home. It has always been popular in the office. It has held its place in the public hall. The best churches have had it for their massive fittings and finish. In short, wherever the American has gone he has been face to face with oak, until it has become an incident of his daily life.

That sentiment was manifest constantly at the exposition among the visitors. They made the rounds and saw all the displays. They examined woods from the East, the West, the South, and the North. Many of them were beautiful, some were novel; many were old, some new. But after making the rounds of all others,

class interior finish belongs, constitutes the largest use of oak, with furniture next in quantity. These were the two commodities shown in the exhibit. Nearly fifty others were not represented at all, and any one or two of them would have been sufficient to equip an exhibit as large as that at the Coliseum. This consideration makes plain why oak is so widely known as the king of hardwoods and the prince of cabinet woods.

**SOUTHERN CYPRESS MANUFACTURERS' ASSOCIATION**

The cypress people have faith. They believe in their wood, and their faith is not without works. In the matter of remote antiquity their exhibit laid it over every other at the Coliseum.



COMPLETE MODEL FARM UNIQUE FEATURE OF CYPRESS EXHIBIT

They had a section of a cypress log, with the bark still on, and the sample was claimed to be 10,000 years old, and decay had scarcely touched it. The log was unearthed beneath fifteen feet of silt while digging a canal near New Orleans. The log's age was estimated by the depth of soil that had formed over it. The California redwood people were caught napping, or they would have beat all comers in the age contest by exhibiting wood from the La Brae pit which is said to be 500,000 years old.

The cypress display was rich with so many samples of wood that had lasted long periods that a list would be monotonous for its length. Some of the samples go back much farther than any living man can remember. One in particular which attracted the attention of every visitor at the exposition was the side and roof of a house which, until six weeks ago, was standing, and was a residence, near Berlin, on the eastern shore of Maryland. The house was shingled with cypress, both the roof and sides.

This venerable house was built in 1765 by Isaac M. Hill, and the original shingles are still on it, and though somewhat worn by wind and weather, decay has made no inroads. The house was bought for the purpose of showing it at the Forest Products Exposition in Chicago and New York.

RELICS OF ANTIQUITY

The cypress exhibit was in charge of George E. Watson and C. S. Reynaud. Their text was "Cypress, the wood eternal," and they submitted data to substantiate the claim. Among the exhibits along that line were the following:

Telegraph crossarms after thirty years of service on Western Union lines; unaffected by decay.

A fence post which is sound, except at the ground line, after sixty years.

Shingles, sash and various other articles from the Limerick Plantation, Louisiana, which were in use 154 years.

An unpainted ornament from the unfinished Nutt house, near Natchez, Miss., undecayed after fifty-six years exposure to the weather.

A shutter from the house built at Oakley, S. C., in 1700 by Governor Nathaniel Johnson. This house is still occupied, and the shutter was borrowed for the exposition with the promise that it be returned. It will be hung in place again for more service.

A door that was exposed 154 years at Big Jones Church, Pineapple, S. C., was in the cabinet.

There were several photographs of very old buildings in which cypress, exposed to weather, has stood well. One such was the Schweetman drug store, Charleston, S. C., built in 1695. Another was a cypress fence eighty years old at Natches, Miss. This fence was put together with small wooden pins in place of nails.

An example of pecky cypress was shown. This is a disease peculiar to cypress and to the incense cedar of California. It is a sort of decay which hollows out small pits in the tree's interior. The pits are usually filled with brown powder. The disease is due to a fungus which destroys much cypress. A log sawed down the middle exposed the pits and showed in what way they affect standing timber.

MODERN USES

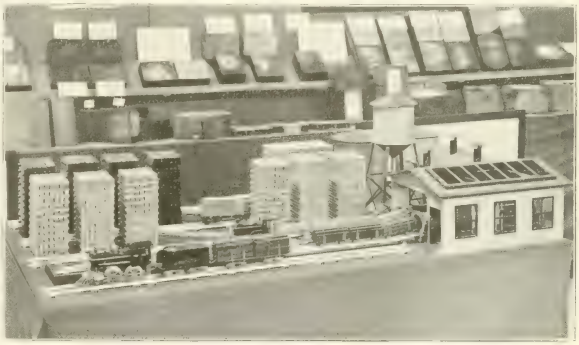
The value of any wood depends largely upon its present uses. The cypress bungalow displayed the utility of this wood as interior and exterior finish. What is known as sugi finish was largely in evidence. This is a rough finish, produced by burning the surface and removing the charred wood with a steel brush. Cypress is peculiarly suited to that style of finish.

The bungalow had a beamed ceiling, paneled walls, and was wholly finished in cypress, even to the sash in the windows, the rough porch siding, and the posts and roof.

The durability of the wood fits it for use as outdoor furniture, and samples of such were shown.

Models of a club house and of farm buildings were intended to illustrate the practical use of cypress for construction purposes.

A little wine cask was displayed with evident pride. It was hooped with silver, and had a capacity of two or three gallons. The history of the diminutive barrel tells that it was presented as a prize to the cypress people by the California Wine Association, after a series of tests to determine the best substitute for white oak in the manufacture of wine barrels. Cypress won.



MODEL TREATING PLANT AMERICAN WOOD PRESERVERS ASSOCIATION

There were numerous samples of panels, ornaments, and molding, intended to show the smooth finish and other desirable qualities of cypress for mill work.

A pergola was an attractive feature of the exhibit. It was

## AMERICAN WOOD PRESERVERS' ASSOCIATION

EXTERIOR OF GUM EXHIBIT, SHOWING EXCELLENT MANNER IN WHICH THIS WOOD TAKES WHITE PAINT

being done to lessen the loss of decay. The exhibit was in charge of E. A. Sterling of Baltimore, Md., which city is headquarters of the association.

The scope of work carried on is wide. The samples on exhibit included railway ties, fence posts, telegraph poles, paving blocks, farm timbers and lumber, particularly that used in the construction of silos, and shingles and roofing materials. Wherever wood must be employed in situations exposed to dampness, it is benefited by preservative treatment, which, as is generaly known, is accomplished by forcing certain chemicals into fibers of the wood which render them poisonous to the fungus which is responsible for the decay.

The same poisonous materials are equally repellant to boring

## GUM MANUFACTURERS' ASSOCIATION

It was one of the woods which had no age to show. None of the samples went back to colonial times. Everything related to the present and was prophetic of the future.

The exhibit was in charge of J. M. Pritchard, of Memphis, Tenn., who is secretary of the association. The president, C. L. Harrison, was in attendance much of the time.

### Interior Finish

The display was arranged to show interior finish. That is coming to be one of the principal ways in which red gum is used, and in recent years its use has been so much extended that it has become one of the important finish woods of this country.

It may be had in figured stock, or plain. It exists in different colors from the light tones of sap gum to the richest shades of heartwood of old trees. Figures vary greatly so that almost any combination may be had.

This is the wood which has long sold in England and on the continent of Europe as satin walnut, and it likewise is known commercially in England as hazel or hazel pine. The tree is a first cousin to the small witch hazel whose yellow flowers attract attention late in autumn when other trees are shedding their leaves.

In the finish of the room at the Coliseum a pleasing combination was effected. Some of the large panels were extremely rich; other parts attracted by their harmonious colors, some by their plainness and simplicity.

It is well known that almost every imitator of woods picks red gum as his material. That is because it can be finished in so many ways. It passes for mahogany, cherry, walnut, birch, and even for oak. After an examination of the exhibit, the visitors could not but be impressed with the fact that it is a waste of time to use gum to imitate other woods when its own beauty is sufficient for every occasion.

A Beautiful Door

This was well illustrated by a beautiful door which pleased everybody who saw it. Many persons supposed it was Circassian walnut, and it would pass for such anywhere, so far as color and figure were concerned. Some persons were unprepared to believe that a piece of work so artistic could be made of gum; yet there was not a scrap of wood, other than gum, shown at the exhibit.

There were doors of other patterns; there were panels, beams, and other finish. The mantel was a thing of beauty, and the floor measured up with the rest of the display.

Twenty one styles and patterns of molding were shown, forming a collection varied enough to supply any need.

Gum is coming into use in the manufacture of many articles commonly classed as woodenware. Some of the articles of that kind on display were the following, which simply illustrate the growing uses of the wood:

RED GUM INTERIOR, WHICH ATTRACTED A GREAT DEAL OF ATTENTION

Washboards in profusion, and declared to be everlasting, were given prominence. Though washing machines, operated by steam, electricity, gasoline, and other powers developed from inorganic substances, have been invented and put in operation, the old family washboard holds its ground with the same force as always, and the makers are now using much red gum.

The mousetrap is a small but extremely necessary equipment for the barn, granary, and home, and the wood entering its construction must be of the proper kind. A complete outfit of gum mousetraps decorated the wall of the back porch.

The flatiron handle was another essential in which red gum served. Wood used for that purpose must be fine grained and of suitable color.

A collection of blocks for brush backs was another example of modern uses for this wood.

Wooden pulley rims, on which leather or rubber belts run, demand material of particular qualities, and the samples of gum for that use show it to be suitable.

One visitor went away from the gum exhibit disappointed. She carefully examined one of the rich chocolate-colored panels and scratched it with her dainty finger nails, and turned away with the remark, "This is not the gum we chew."

The estimate of red gum in the United States places it at 46,443,000,000 feet, enough to last eighty years at the present rate of use.

AMERICAN FORESTRY ASSOCIATION

This association was one of the exhibitors with nothing to sell, unless it might be the magazine, "American Forestry," which it publishes monthly. Its work is educational, and is carried on from patriotic motives. Its financial support comes largely from wealthy men of public spirit who aim solely at the public good, without expectation of pecuniary or political reward. For that reason the exhibit at the Coliseum was unique, though it was not elaborate. It was in direct charge of Percival Sheldon Ridsdale, editor of "American Forestry."

This magazine compares favorably in size, contents and appearance with the best popular magazines. It deals with the country's forest resources, not in a technical and statistical way, but in articles written for the general reader, and on subjects of popular interest. The magazine is published at Washington, D. C., monthly. That city is likewise headquarters of the American Forestry Association.

The association's president is Dr. Henry Sturgis Drinker, president of Lehigh University. The vice-presidents include members of Congress, ambassadors to foreign countries, cabinet members, educators, business men and millionaires.

This association is distinct from the United States Forest Service, though many members of the Forest Service are also members of the association. The work of both organizations is along similar lines, but is supplemental rather than conflicting.

The exhibit was educational. It might make slight impression on the spectator who merely walked past it in his rounds; but upon closer inspection it was rich with information. A poster is not usually regarded with much consideration, but some of those on the walls of the booth contained plenty of human interest. They were copies of "warnings," such as are now posted along highways and forest paths, cautioning the public against the danger of fire, and containing instructions how to lessen the danger.

These "warnings" are usually not posted up as threats of punishment to persons who may cause a forest fire, but as advice on the best means of preventing fire, or checking it if it gets a start. There is little of that domineering "thou shalt not," but in its place are reasons why all persons should be careful. Experience has shown that men submit to reason much more readily than to threats. The American Forestry Association proceeds on that principal with its educational work, and results have justified the course.

The exhibit contained many charts and pictures, showing tools

CLYDE IRON WORKS

Duluth, Minn.

NEWMAN CLOCK COMPANY

OTIS MANUFACTURING COMPANY

the Otis Manufacturing Company.

All the mahogany

and the West Indies. Botanists know

is as *Swietenia mahogoni*, and say that it is the only true mahogany in the known world; but there are many other woods which bear the name. This was the first mahogany to come into use, and it has been widely used since soon after the discovery of America.

What is said to have been the largest single mahogany order ever given a contractor for a building was recently filled by the Otis company for a Chicago structure, The Continental and Commercial National Bank. That order called for 800,000 feet of inch lumber. The building in which it is placed is the largest business block in the world outside of New York.

The imports of mahogany into the United States in 1913 were about 70,000,000 feet from all sources, including Africa. About half of this was American mahogany, and of that amount the Otis company produced 15,000,000 feet and disposed of all of it without a salesman on the road.

The articles shown at the Coliseum were simple and beautiful. The wood's superb qualities were brought out by fine finish, and tasteful designs, and mahogany's reputation of being the prince of cabinet woods was well sustained. It never fades. The richness of its color deepens with age.

When the British captured Spanish war vessels a century or

HEAVIEST EXHIBIT OF MAHOGANY SHOWN BY THE OTIS MANUFACTURING COMPANY OF NEW ORLEANS, THE LARGEST MAHOGANY LUMBER CONCERN IN THE WORLD

Rails suitable for

Picture molding on the wall.

Desk of elaborate design.

Chair as representative of mahogany furniture.

A small piece of

language of sailors the creature is called the "ship worm." This small block of wood afforded a

of the damage which is liable to befall mahogany and other woods in the warm water of the tropics. The logs are floated down the rivers to the sea while in fresh water there is no danger of attack from this voracious worm; but as soon as the log reaches brackish water near the sea, it is in danger of becoming infested. The infant teredo—

a hole little larger than a pin; but afterwards grows rapidly as it eats its way deeper into the wood, until it may be from two to five feet long, and nearly half an inch in diameter. It cannot get out through the small opening by which it entered, and since it never makes an exit, it excavates its house and its grave at the same time. The teredo has worked untold damage to wharves and other structures coming in contact with salt or brackish water.

Logs are speedily ruined if left in brackish water, and they must be removed quickly or much loss will result. A smaller boring animal infests mahogany while out of the water. It is called "the pin worm." It reduces the wood to the condition of "sound wormy" chestnut—the holes being about the same size. Fortunately, it is usually the sapwood only that is infested. Such wood is highly esteemed for use as cores or backing over which to glue veneers.

### E. C. ATKINS & CO.

This company, with headquarters at Indianapolis, Ind., had a display of saws in charge of A. C. Fuller of Big Rapids, Mich. There were 106 kinds of saws, ranging from the largest band saw down to the tiny specimen one-sixteenth of an inch wide. The worker in wood who could not find his favorite in the collection would have extraordinary needs. There were also tools necessary to keep saws in order, as gummers, swadges, and sets. The saws for cutting the bilge on staves for light cooperage elicited much interest. Veneer knives and likewise other kinds of knives formed a part of the collection, and there were many styles of wooden handles.

### AMERICAN HOIST AND DERRICK COMPANY

This company was represented by J. L. Prayton and R. J. Rudd. The headquarters are at St. Paul, Minn. No exhibit was installed at the Coliseum, but the representatives were present in their reservation, to talk with interested parties and explain the appliances which loggers use in their woods' operations. A moving picture film, operated in connection with others in the hall set apart for that purpose, showed this company's machinery in operation, and it was done in a way to illustrate the handling and efficiency of the apparatus. The machines are so large that it was impracticable to give them space, and the most effective way of overcoming that difficulty was to prepare reels for the moving picture show.

INTERESTING EXHIBIT OF E. C. ATKINS & CO., THE SILVER STEEL SAW PEOPLE OF INDIANAPOLIS, IND.

### THE GALION DYNAMIC MOTOR TRUCK COMPANY

Horse power, mule power, and man power are too weak, slow and inconvenient to meet the needs of many manufacturers who are trying to keep up to date or to lead the van of progress in methods of moving heavy loads about yards, docks, factories, and freight stations. To supply equipment which will do away with some of the old and slow methods of freight handling, The Galion Dynamic Truck Company, of Detroit, Mich., has devised a sort of electric mule on wheels to do the pulling and pushing. It can do either. A load of ten tons is shunted along with speed and accuracy. The apparatus was in charge of R. C. Kimball.

The truck is operated by a storage battery stowed away under the heavy steel frame where it is safe from bumps and other accidents that are liable to happen to machinery moving about. The tractor drives all four wheels which are equipped to run on floors or on the ground. No tracks are needed. The truck is designed for factories, freight terminals, mills, brickyards and pretty much any place where its services may be needed. It is not a burden carrier, but a puller or pusher.

The machine on view was a veteran that had seen plenty of service. It was not a spick, span new apparatus, fresh from the factory, and brushed up for dress parade; but the grease and grime of business were in evidence, and the thing was ready to give another push at a load of freight the moment some one touched the button and closed the switch. It was of the size of the under framework of a small automobile. The driver stands on a rear platform and controls all the truck's activities by manipulating a set of levers.

### THE REDWOOD EXHIBIT

The Californians are proud of their redwood and they are the only people in the world that have forests of it. Next to the famous "bigtrees," which are its brothers, the redwood is the largest in the world. It is famous also on account of its incombustibility. It is reputed to be the most difficult wood in this country to set on fire. The redwood people believe this, and they came to the Coliseum prepared to convince the doubting Thomases. A tub, partly filled with splinters and shavings of the wood was kept handy at the exhibit, and all persons were invited to try to light one of them with a match. It was shown that such a thing was possible but very difficult. Nature went a long way toward fire-proofing this wood while it was yet in the forest.

The exhibit was in charge of Edward A. Selfridge, Jr., president of the Northwestern Redwood Company, Willits, Cal. He is a brother of Lieut. Selfridge, the first United States official to lose his life in an aeroplane. He fell with Orville Wright at Fort Myer, Va., about five years ago.

The redwood people made an excellent showing. They brought large things and small, and venerable and new. California has not been settled by white people long enough to test by actual use the extreme lasting properties of redwood, and no records measuring up with some of the oldest cypress can be shown; but there are records exceeding a full century. The top of a window frame, from the Russian church at Fort Ross, Cal., built in 1811, was shown, in excellent preservation. It was exposed to the weather—and there is plenty of weather in that part of California—from 1811 until 1906 when the earthquake which destroyed San Francisco, also shook the old church to pieces, and the frame on exhibition was taken from the ruins.

A plank, three inches thick and six feet wide, was the top of a redwood table, while a beautiful burl was the material of which a smaller table was wholly made, top, bottom and pedestal. A number of American woods produce occasional burls, but none exceed redwood in delicate and elaborate figure.

Among things attractive on account of their largeness was a section of a stave pipe, seven feet in diameter, made of redwood, over three inches thick and bound with iron hoops. The pipe from which this section was cut is 3,000 feet long and is laid at Duluth, Minn. A picture frame, of wide planking, finely figured, was an appropriate companion piece for the mammoth water main. The frame was about 7x10 feet, and furnished the setting for a splendid picture of redwood scenery.

[illegible]

by the Krieg Tanning Company, of San Francisco, in 1859, did not [illegible]

[illegible]

[illegible]

The bungalow was meant to show the natural uses of this wood. The beamed ceiling, paneled walls, and exquisite finish told the story well. The paneled doors, with door and window frames, and the seats in the windows, the posts and columns for porches with varieties of styles and finish, set redwood off to the best advantage. Redwood and sugar pine have shingled all the houses and barns in California; and several bunches of shingles, so fresh from the saw that the odor of raw wood was still present, showed that the mills are still turning out this product.

Miscellaneous items were numerous. A fanning mill, beehive, and incubator were on the ground, and a stencil stamp revealed the fact that part of these articles were manufactured in Michigan and showed that redwood is going far from home to meet the demands of manufacturing. It is well known that redwood lumber shipments have been crossing the Rocky Mountains for some [illegible]

Articles of interior finish included balusters, spindles, pickets, baseboards, chairboards, molding, and samples of numerous colors and styles of finish, from the plain wood up to the most deceptive imitation of mahogany, cherry and rosewood. Sugi finish was also in evidence.

[illegible] shown, and a [illegible] on the Pacific coast of the Rocky Mountains.

## HENRY DISSTON & SONS

The worker in wood, whether in the forest, mill, factory, or on the farm, who has not a personal acquaintance with the saws made by Henry Disston & Sons, Philadelphia, is pretty hard to find in this country. These manufacturers had a booth at the Coliseum, [illegible] in charge of J. E. Neely, but there was no exhibit of saws. The purpose in being present was to meet old friends and distribute literature among new friends. A display of a full line of the saws manufactured would have required a much larger space [illegible] to the company at the exposition.

## BARRETT MANUFACTURING COMPANY

The [illegible] by the company showed the materials for the preservation of wood against attacks of insidious enemies, those which destroy by inducing decay and those whose damage is done by eating and boring the wood. The teredo and other marine borers belong in the latter class, and a jar of alcohol contained a bunch of teredoes just as they left off work in a block of pine wood cut out of a pile in the harbor at Galveston, Tex. Samples of timbers from that place were shown, for the purpose of illustrating [illegible] a third of which were [illegible] that had [illegible] creosote.

The [illegible] to give [illegible] the piles were subjected to swarms of teredoes in the brackish water on the Texas coast since 1876, and so far as could be seen the worms had never taken a nibble during thirty-seven years. The other pile, of the same kind of wood, in the same situation, had been literally eaten up in two years. One was filled with creosote, the other was not.

The exhibit was in charge of L. B. Shipley. The various preservative products were shown, from the poisonous creosote oil to the useful but ill-smelling moth ball. The substance which balks the sea worm that has designs on a wharf pile is the same as, but in different form than, the ball which disconcerts the moth that contemplates a few hearty meals on the stored furs during the summer season. It is substance from the same source, also, which checks the entrance of fungus in wood and thus hinders decay. The oils which accomplish so much are made principally from coal, and there are so many by-products that merely to name them would make a list nearly as long as Homer's catalogue of the ships. Among such are coke, tar, pitch, and dyes of every [illegible] known on earth.

## HEMLOCK AND HARDWOOD EXHIBIT

The [illegible] by the Northern Hemlock and Hardwood Manufacturers' Association and the Michigan Hardwood Manufacturers' Association was under the personal management of R. S. Kellogg, secretary of the former, and J. C. Knox, secretary of the latter. The headquarters of the Northern association are at Wausau, Wis., and of the Michigan association at Cadillac.

A bungalow with porch, four rooms and a bath was built of Michigan and Wisconsin woods, eight in all being used, each one in such a way as to show that particular wood as it appears in practical use. The bungalow attracted a great deal of attention and many persons visited it more than once. To those not previously acquainted with the pleasing appearance and substantial character of the northern woods, the exhibit was a revelation which created a most favorable impression.

Everything was arranged with judgment and placed with skill. The bungalow was fortunately so situated that all sides were visible, and both the exterior and interior could be studied to advantage.

### Display of Woods.

The following specifications and details show the use of the several woods entering in the construction of the bungalow:

The roof was of northern white cedar shingles laid on hemlock boards, the shingles being stained green. The northern white cedar (*Thuja occidentalis* is often called arbor-vitae, and is always so called when it is planted for ornament in parks and cemeteries. The tree attains only moderate size, and in its native range is usually found in wet ground, sometimes in deep swamps. It is very durable, and large amounts are made into shingles.

Studding, rafters and joists were hemlock and were not visible in the finished building. Hemlock's chief value lies in its stiffness, strength and nail-holding power. It is largely employed in rough construction, but much is used for frames, flooring, box making and for many other purposes. There are four hemlocks in the United States. This is the common northern species *(Tsuga canadensis)*.

Siding of basswod, stained light brown, presented to the sight a softness of tone, and a smoothness that was peculiarly pleasing. This is one of the valuable northern hardwoods. It is classed as a hardwood because it is a broadleaf species, but the wood is softer than many of the pines. There are three kinds of basswood, but all are so nearly alike that lumbermen make no distinction between them.

The ceiling and floor of the bungalow porch were tamarack, which is one of the abundant northern soft woods, but it is actually harder than basswood, which is classed as a hardwood. It is one of the few needleleaf trees which shed their leaves every

year. The wood wears well for floors and is attractive as ceiling.

The living room was trimmed with elm, usually known in the north as gray elm, and in other regions as white or soft elm (*Ulmus americana*). It is distinguished from the rock or cork elm which is associated with it in Wisconsin and Michigan. Early English finish was the color scheme in the living room's trim. Its floor was of red beech, which is the heartwood of the common beech—the only beech growing in this country. It makes a hard strong, durable, handsome floor.

The trim of the dining room was finished in the color of light mahogany, but the wood was northern birch, while the floor was red birch, which is the heartwood of the commercial birch of the Lake states. The beauty of this floor received many compliments from visitors.

The passage way was trimmed with birch also, but the color scheme was silver gray, and the floor was hard maple.

The bedroom, which was particularly artistic and cozy, was of maple trim with bird's-eye maple floor, in natural color. Persons expect beauty in bird's-eye maple, but what was seen in the bedroom was a surprise to most who saw it, and many turned for a second and third look.

The bathroom was trimmed with birch, with a maple floor, all in natural color.

The kitchen was finished in natural colors also. The trim was of elm, and the floor was maple.

THE DOORS

The reputation of the northern hardwoods as door material was well sustained at the Coliseum. The bungalow showed them in variety, as it contained nine doors. That at the entrance was elm; that opening into the living room closet was also elm; between the dining room and kitchen, birch and elm; between the dining room and passage, birch; between the passage and bathroom, also birch; between the passage and bedroom, maple and birch; bedroom closet door, maple; between passage and kitchen, birch and elm; rear door, birch outside, elm inside.

The furniture was all birch and maple, and included dining table, chairs, dresser, bedstead, and writing desk.

One of the specialties which called for many compliments was a collection of clear curly birch boards, sixteen feet long and from twenty-one to twenty-four inches wide. These showed the possibilities of the northern hardwood forests. The boards had a substantial thickness, were of exquisite color, the figure was unsurpassed, and not a defect or blemish was anywhere to be seen.

The material of which the bungalow was constructed was donated by between thirty and forty manufacturers in Michigan and Wisconsin, and the wide field which it represented was proof that there is plenty more where that came from.

## CHICAGO SAFE AND MERCHANDISE COMPANY

Articles completely manufactured and ready for use were shown in this exhibit, which was in charge of W. H. Warner. A considerable part of the furniture used in the bungalows and by other exhibitors in the Coliseum was furnished by this company. Its own booth was outfitted with solid mahogany desks and chairs.

## ORANGE JUDD COMPANY

The booth occupied by this company was in charge of M. D. Kohler, and the sole exhibit was the agricultural journal, "Farmer." It was considered that the Forest Products Exposition would be a profitable center from which to reach people from "the cutover lands," which are being divided into farms and settled by people who are good prospective subscribers to agricultural papers. The stump land farmer is as much in need of literature relating to his trade as is the man who tills the acres which his fathers tilled, and from which the last stump disappeared so long ago that the present owner's memory cannot recall it.

## WEST COAST LUMBER MANUFACTURERS' ASSOCIATION

These people sent a collection to the exposition which made a present and doubtless a lasting impression. They came from the land of the Douglas fir, the western hemlock, and the giant red cedar. The Northwest Pacific coast is abundantly visited by rains and warm winds; the soil is fertile and deep; and every agency of nature is set to work growing big timber, and the timber never seems to know when to stop growing.

The western lumberman is strong on advertising. He believes in his country, his timber, and himself, and these are the strategic points which he always puts forward when he undertakes to push his trade frontiers a little farther. He has been pushing them eastward for many years. The Rocky Mountains were once his eastern horizon; then it was the Mississippi river; later it was still further toward the rising sun; while at the present time his eastern and western trade horizons have gone round the world and have met, to quote Kipling, "where the sun comes up like thunder out of China."

Three woods constituted the bulk of the display at the Coliseum, Douglas fir, western hemlock, and red cedar. They might have brought many others, but probably thought it best to save them and have something fresh for next time. These three woods constitute twenty-three per cent of all the standing timber in the United States. Douglas fir alone exists in larger quantity than the combined amount of all the 400 species of hardwoods in this country. The western red cedar exceeds twofold all the other cedars of the United States; while the amount of western hemlock timber still in the forests is nearly double the amount of the abundant and valuable hemlock of the East.

A FEW LARGE THINGS

The West Coast exhibit was in charge of T. Babcock of Tacoma, who appeared to receive his inspiration from the big things he handled. No attempt was made to install sections of the largest trees. A five-foot cut of Douglas fir was the biggest log; but it was venerable on account of age rather than size, for it was of exceedingly slow growth for a tree of that species. It was centuries old when Christopher Columbus was born, and yet it is but an infant compared with some other trees of the Pacific coast.

Another block of the same kind of wood served as a pedestal for the old specimen. It was part of a dredge spud, forty inches square and five feet long. The original length of the timber was not stated, but it had seen fifteen years of service.

The largest stick, however, could not be shown except in photographs. Had the original been installed in the Coliseum it would have interfered with a good many other exhibits, unless it were stood on end, and in that case it would go through the roof. It was the Douglas fir flag pole which will be set up at the San Francisco exposition next year, as a standing challenge to all the poles of earth. It will be 230 feet high, straight as an arrow, and with taper as perfect as a mathematical line. The photograph showed the pole in the woods, felled, but not removed from its place where it grew.

The widest plank in this exhibit was sixty-three inches, which was nine less than the widest redwood plank; but doubtless both of these woods could have been shown in planks much wider had the exhibitors wished to do so.

INTERIOR FINISH

The West Coast association is not in business for the health of its members. They are looking for business, and the exhibit was sent to the Forest Products Exposition in expectation that it would extend the purchasing public's interest in Pacific Coast lumber. The uses of the woods for certain purposes were shown. Interior finish made a strong bid for popular favor, and doubtless the call was not in vain. Four rooms were finished, each as an individual piece of work.

A porch was finished with western cedar siding, with white enameled cornice of Douglas fir, with fluted columns of the same wood and in the same finish. The ceiling over the porch was of Douglas fir in natural finish. This wood in white is of exceptional beauty.

The reception hall was finished in panels, with beamed and paneled ceiling. Some handsome natural finish was shown here.

[illegible] attractive.

[illegible] stated that they had never before seen western hemlock, and [illegible]

[illegible]

[illegible] the invitation. Much of the outside wood was shown in natural finish.

[illegible] of showing the appearance of Douglas fir in various finishes. More than a dozen colors, from very dark to very light, were [illegible]

[illegible] known to be a very durable wood, and handmade split clapboards that had served sixty years as roofing, were little marred by decay, and shingles not quite so old were in equally good condition.

There were moldings of numerous styles and sizes, embracing as [illegible] the stuff of that class was Douglas fir.

The same wood was exhibited as a complete stair, with newels, balusters, railing, steps, panels, landing, and all other parts; also in shingles, siding, stave and bored columns, posts, clapboards, boxes for various purposes, and rustic and porch furniture.

## GEORGE P. BENT & CO.

The display by this exhibitor consisted wholly of musical instruments. They were selected in a way to show some of the greatest beauties of wood, such as are brought out by the artistic cabinet maker and finisher. The variety was not great, but the quality was unquestionable. There were mahogany and oak music [illegible]

## MANUFACTURING WOODWORKERS' UNDERWRITERS

No exhibit was shown by this company, which was in charge of Lee Blackmore; but the booth was occupied for the purpose of being at home to answer the calls of lumbermen whose acquaintance is desirable for business reasons. Insurance has become a very important part of modern lumber industry; and many operators have their choice between choosing insurance for their employes, or accepting the compulsory insurance provided for in state laws.

## NATIONAL BOX MANUFACTURERS' ASSOCIATION

The manufacture of boxes and crates is the second largest wood-using industry of the United States. It is surpassed in quantity of lumber required only by planing mill products. It is the most universal business that uses lumber as raw material. Every nook and corner of this country, where anybody lives and where any business is done, uses boxes. Some regions demand them in enormous quantities, while elsewhere the call for them is small. They are not confined to manufacturing centers as they once were, but they are bought and sold in towns, villages, and at the present time the market for boxes is becoming important on the farms where fruit and vegetables are being packed.

Canning clubs in some parts of the country, particularly in the South, are directly affecting the box industry. Farmers are organizing clubs for mutual help; they raise berries, fruits, and [illegible] tories, and grocers. This is new business, and box makers are looking after it.

[illegible] box is almost as essential to commerce as the alphabet is to literature.

All boxes are not made of wood. The substitute is striking hard for this business, and there is no use of denying the fact that it is getting some of the business. Fiber and strawboard are active competitors along certain lines, and are crowding wood pretty hard.

Right there is where an exposition like this is bound to do [illegible] its styles, and to study the many purposes for which it is fitted. Those who have cared to do so, have now had a chance to compare the wooden box with its flimsy fiber competitor. The manufacturers of wooden boxes have known all the time that all that was needed was a fair comparison, and the people would recognize the unquestionable superiority of wood containers for ship[illegible]

[illegible]

[illegible] est Products Exposition. The display was exactly the education needed. It was an elaborate exhibit, well arranged, adequately planned, and presented in a sensible way. The boxes themselves were set up where they could be seen, handled, examined; and some competent person was constantly on hand to explain points of workmanship or other matters, to those who made inquiries.

By actual count there were 203 different kinds of boxes. By "kinds" is meant those of different shapes, or sizes, or with some special feature to distinguish them from others. There were 116 which can properly be classed as shipping boxes, although nearly any box may at times be used for shipping merchandise or other things of value. There were sixty kinds of small boxes which are sometimes classed "school boxes," because they contain such school supplies as chalk, pencils, ink, pens, crayons, paints, brushes, erasers, and the like; but, as a matter of fact, many classed as school boxes are intended for jewelers and the manufacturers of other small articles, who ship spectacles, rings, watches, and other valuable things in them by registered mail.

It ought to be noted that for such shipments, although the boxes are light and small, the wooden box is preferred above all substitutes. It is considered safer; or at any rate it is more satisfactory or it would not be used, for it is not cheaper than the [illegible]

There were twenty-seven kinds of finely finished boxes in the exhibit; those made of costly woods and painted, varnished, or shellacked. Some of these are works of art, and are made for [illegible] and silverware.

## A STUDY IN SIZES

The box exhibit was a study in sizes. Of course, there is no practical limit to the number of sizes in which boxes are made any more than there is a limit to the number of commodities shipped in them. No large shipping cases were included. The largest box in the exhibit was less than thirty inches square and two feet deep. Those of greater size were omitted for want of room. The smallest box was $1\frac{1}{4}$x$1\frac{1}{2}$ inches in outside measurement. Between that and the largest there were practically every size, and pretty much every shape.

The wirebound and strap-iron bound boxes are widely used. They can be made with veneer sides, tops and bottoms, and possess sufficient strength to meet all ordinary requirements. Lock cornered boxes are made in many sizes, some of thin lumber, white like basswood or white pine, and largely used by wholesale druggists and jewelers. The ordinary nailed box was shown, with various kinds of reinforcing devices.

Boxes can be made of any wood, provided it can be had in adequate sizes; but some are preferred for one kind of box, another for some other sort. The following woods were identified in the box collection at the Coliseum:

Red gum, a dark-colored southern wood.
Spruce, a wood light in weight and color; northern.
Balsam fir, medium light in color and weight; northern.
Aspen or popple, light in weight and color; northern.
Yellow poplar, light in weight, color medium; eastern.
Shortleaf pine, medium light in color and weight; southern.
White pine, light and white; northern.
Arizona white pine, white and light; western.
Northern white cedar, white and very light; northern.
Tamarack, medium heavy, medium white; northern.
Norway pine, light in weight, medium white; northern.
Cottonwood; light, white, and tough; nearly everywhere.
Tupelo, like yellow poplar; southern.
Birch, heavy, strong, rather dark; northern.
Maple, heavy, strong, white; northern.
Magnolia, light in weight, varies in color; southern.
Chestnut, light in weight, dark in color; eastern.
Basswood, light in weight, very white; northern.
Mahogany, hard, heavy, dark, strong; foreign.
Ash, medium white, strong, heavy; nearly universal.
Elm, medium white, medium light, strong; east of Rocky Mountains.
Black walnut, dark, heavy, strong; eastern half of United States.

A single box was in the collection which was probably intended to be a curiosity. It contained nineteen different kinds of wood.

The commodities which are shipped in boxes are so numerous that a list of them would be a list of nearly all kinds of merchandise known to commerce. The following uses for which the boxes were intended were stenciled on them at the exhibit: Bottles, school supplies, jewelry, typewriter, instruments, tools, chewing gum, biscuits, coffee, butter, tea, mineral water, beer, whiskey, cans, soap, varnish, grape juice, shoes, medicine, horse powders, ink, sweeping compound, horseshoe nails, dynamite, candy, floor polish, spice, silverware, card index.

Among other articles in the exhibit were a bicycle crate and a chicken coop.

### FRANCK-PHILIPSON & CO.

The result of a process to remove the coloring matter from wood was shown in this exhibit, which was under the direction of A. Franck-Philipson, the inventor. A chemical is applied to the wood, either as a bath or with a brush, and the bleaching process is continued until the desired depth of penetration has been secured. The time varies from about eight hours to twenty-four. In the case of thin veneers the penetration is entirely through; but in thicker lumber the color is changed only a short distance beneath the surface, the depth depending on the kind of wood and the time during which the chemicals are allowed to act.

All wood, particularly all heartwood, contains more or less color, due to the deposit of pigments and solid earthy matter in the cells during the process of growth. Holly, spruce, and basswood contain little of this coloring matter, and are quite white, while mahogany, walnut, and ebony are filled with it and are very dark.

The process is applied to remove the color where it is desirable to do so. When applied to maple veneer it makes it as white as holly. Black walnut is reduced to the appearance of Circassian walnut. The redheart of hickory is changed so much that it resembles the white sapwood.

The actual fibre of all woods is white. Some are dark because they are colored with foreign matter. Remove this foreign matter and oak will be as white as basswood.

The practical value claimed for the invention is that it reduces to even color a wood which shows different colors; thus preparing it to receive any desired finish. Woodenware, such as bread boards, bowls, rolling pins, ironing boards, and the numerous similar articles are made white, more attractive and consequently more salable. Handles that are streaked, stained, and unsightly, may be whitened and made more attractive.

The strength of the wood is not impaired by the treatment, as has been proved by tests. It is claimed for the process that it will bleach pulp for paper making and bring more kinds of wood into use.

The right to use the process in treatment of bird's-eye maple veneer in the United States has been secured by the Strong Veneer Company of Gerry, N. Y., and the Bird's-eye Veneer Company of Escanaba, Mich.

The rights for ash veneer has been secured by the Williamson Veneer Company of Baltimore.

### MUNICIPAL FORESTRY

This display was made by the forestry department of the city of Chicago, and contained pictures and literature only. The purpose was to illustrate the various types, species and forms of shade trees.

### MORGAN SASH AND DOOR COMPANY

Doors were the only class of articles placed on exhibition by this Chicago company, but many styles were shown, with almost as many kinds of grain and finish as there were doors. The woods used in their manufacture were birch, redwood, white oak, both quartered and plain, fumed red oak, ash, and red gum. The selections were well made to bring out beauty and other valuable features. Some of the doors were solid, some of veneers. The class of stock and of workmanship was high, and the exhibit was valuable as an example of wood put to its best use. The door will doubtless be one of the last articles that the substitute manufacturer will undertake to capture, and fine displays like that at the Coliseum will help wood win its fights and hold its ground.

### UNITED STATES FOREST SERVICE

The exhibit made by the United States Forest Service dealt only with the conversion of wood into salable commodities, and not with that branch of forestry which has to do with the growing of timber. Three closely related branches of the Forest Service took part—the laboratory at Madison, Wisconsin; the branch of Industrial Investigations at Washington; and the department of timber sales, located at Chicago and at other points. Howard F. Weiss is in charge of the laboratory, O. T. Swan of Industrial Investigations, and Franklin H. Smith of timber sales at Chicago. All three were present at the Coliseum. Among other Forest Service people present were Don Carlos Ellis of Washington, who installed the exhibit; Carlile P. Winslow, H. S. Belts, A. L. Heim, H. D. Tiemann, John A. Newlin, and Miss Eloise Gerry, all connected with the Madison laboratory; and H. B. Oakleaf of Portland, Ore. United States Forester Henry S. Graves was a visitor at the exposition.

#### TIMBER SALES

The work of the timber selling department is concerned only with timber grown on the National forests, and its policy is to dispose of mature growth at market prices wherever it can be done advantageously. The log-cutting is done according to approved methods; stumps are low, brush is piled; young trees are left to grow, and a few old seed trees are permitted to stand for the purpose of seeding the vacant ground.

Two samples of forest were shown in miniature. One represented a tract with the timber ready to sell; the other the same tract after the trees had been cut. The manner of brush piling, the height of stumps, and other conditions were shown, and it was apparent that the logged tract was in good shape to grow another harvest of timber.

The increase of timber sales made under those conditions was exhibited briefly in figures as follows:

| Year | Feet sold |
|---|---|
| 1905 | 96,060,000 |
| 1908 | 386,384,000 |
| 1911 | 803,304,000 |
| 1913 | 2,137,311,000 |

The National forests embrace 186,616,648 acres, and a total of 3,791 persons are employed in all capacities to carry on the work.

A partial list of bulletins and circulars published by the Forest Service constituted one of the exhibits.

The exhibit brought together by the branch of the Forest Service known as Industrial Investigations and forming a part of the general exhibit, was intended chiefly to illustrate methods by which wood wastes of certain kinds have been utilized other than by pulping and distillation. This work is going on all the time, and nothing more than is contained in progress reports can be made public at any period, because the work is still progressing and no end is in sight.

The Forest Service recently proposed specifications for hickory handles, to govern the purchases of several departments of the government. A collection covering the various points involved was shown.

The manufacturers of dogwood shuttle blocks have much small waste which is being utilized for knife handles. The manufacturers sell the waste for approximately $2.50 a thousand pieces at the point of shipment, which is practically clear gain, because the scraps were formerly burned.

Small shoe lasts are turned from discarded tenpins. Such pins are usually cracked near the surface, consequently they are suitable for small lasts only.

Black gum veneer cores—the part left over when rotary veneer is cut—are made into mine rollers which are worth nine cents each at the mine.

Chisel handles are made from scraps of hickory gear wood, and small squares are worth from $3.50 to $4 per thousand.

Scrubbing brush backs are manufactured from maple waste from furniture factories. Such blocks bring an average of five dollars per thousand. They formerly sold for fuel at $1.50 per [illegible]

Floor sweeping compounds, sixty per cent saw dust, furnish a good example of how waste may be saved.

Plow single-trees and automobile spokes are turned from defective wagon single-trees, and buggy spokes from trimmings in cutting out larger vehicle spokes.

Trimmings from loblolly pine slabs have been found available for V-crimp roofing sticks.

Yellow poplar veneer cores are hogged for wood pulp.

The offal from beech cooperage shops is converted into dowels.

Longleaf pine sawmill trimmings are profitably sawed into shingles.

Cottonwood waste has been manufactured into white-wash brush plugs.

Edgings from beech, birch, and maple are worked into chair stock.

Beech edgings at the sawmill are used in turning corn popper handles, and brush backs from small pieces of beech, birch, and maple waste.

Lime-barrel headings are becoming a by-product of sawmills, by working up the waste.

### Miscellaneous Items

The list of miscellaneous items of conversion of waste into salable articles is long.

Sheep sets and butcher sticks—articles demanded by slaughter houses—are made from hardwood edgings.

Western yellow pine factory waste is utilized for door core blocks. The same wood waste is worked into mine wedges.

Defective wagon spokes are employed in the production of railroad grade stakes.

Veneer cores of black walnut are sold to gun-stock makers.

White ash and soft elm dowels, ten inches and multiples of ten inches long, and used in chairs, are cut from waste. The stock is converted into dowels while green.

Cottonwood shavings bring six dollars or more a ton for composition plaster.

Chair stock that is salable, if made of beech, birch, and maple, is of the following dimensions:

1⅛ x 2½ x 18 inches
1⅛ x 2¾ x 19 "
1⅛ x 2¼ x 19 "
1⅛ x 2½ x 16 "

SQUARES

1⅜ x 1⅜ x 25 inches
1⅜ x 1⅜ x 27 "
1⅜ x 1⅜ x 30 "

The branch of Industrial Investigations of the Forest Service, Washington, D. C., is often able to bring buyer and seller together.

Hard maple blocks 2½-3 and 2½-3½ inches thick, 10½ inches wide, and two feet long are used for cigar cutting boards, and waste pieces are available.

Red gum is used for saw handles, and scraps are usable, provided they are 1½ inches thick, 5½ inches wide, and 3 feet long.

### Samples of Waste

The Forest Service showed samples of various typical wastes in factories, paper birch in spool mills, white elm in the manufacture of baskets, and cypress in various ways.

Osage orange (bodark) felloes and hickory spoke ends are among the wastes which cannot usually be sold as fast as they accumulate. In the same class are trimmings, or sections, from the ends of bored black gum porch columns. As much as 3,000 such sections are available per month in a single factory, and are at present burned for fuel. Other unsold waste at present includes fine, straight-grained white ash, incidental to the manufacture of tennis raquets. This material is all one inch thick, 1½ to 5 inches wide, and from two to five feet long. Other waste stuff which at present seems to find no purchasers are the following:

Sugar maple blocks, 1½ inches thick, 6 inches wide, and 4 to 12 inches long.

Hickory waste incidental to the manufacture of golf sticks. A single factory has the equivalent of 300,000 feet a year in Massachusetts[illegible]

Black and red gum veneer cores, ranging in diameter from 4 [illegible] to 8 inches and in length from 4 to 8 feet in North Carolina.

### Suggested Uses

The Forest Service showed various kinds of waste, and suggested purposes for which it might be used.

Dogwood is a good substitute for hickory and other hardwoods in the manufacture of chisel and many other small tool handles. This material accumulates in large quantities, and probably can be bought for four dollars a cord f. o. b. mill.

Red alder, which is a Pacific Coast wood, is a substitute for beech, birch, and maple in the manufacture of clothes pins.

Some attempted utilization of waste and some substitutes, have not been successful. A shuttle of California redwood proved too soft. A black gum duck pin could not stand as much thumping as one of hard maple, although at the end of 625 games, in a test, it was still in the ring, but decidedly the worse for the wear.

### The "Ring Rule"

One of the Forest Service's exhibits was intended to illustrate what is called the "ring rule"—a suggestion only—in the inspection of southern yellow pine. This rule has recently been followed by the government in making large purchases of timbers for Panama, and this has brought it to the attention of the interested public.

The central idea is that the strength of pine is conditioned, to a large extent, upon the rate of growth, which is measured by the number of annual rings per inch of radius. There are four principal southern yellow pines, longleaf, shortleaf, Cuban, and loblolly. The longleaf is usually of slow growth, and for strength it is very generally considered the best. The proposed "ring rule" assumes that any other southern yellow pine is as good as longleaf, provided it has the same number of rings per inch.

The acceptance of such a rule, it is claimed, would save many disputes between buyer and seller. It would make no difference what the exact species of yellow pine is, provided it complies with specifications as to the number of rings. At present there are frequent controversies, whether a certain log is long leaf or not, and it is sometimes a hard question to decide with fairness to all.

The exhibit contained various sections of yellow pine, all four of the common species; some with wide rings, others with narrow. It was clearly shown that wide rings are not confined to any one species, and neither are the narrow rings, but both kinds are liable to occur in any of the yellow pines.

## LIDGERWOOD MANUFACTURING COMPANY

This company had no exhibit of machinery, but was represented abundantly in the moving pictures of logging operations. The transportation of logs through the air by means of cables and masts, where the roughness of the ground prevents surface operations, is one of the specialties of this company. The headquarters are in New York, and the booth at the Coliseum was in charge of W. G. Wilmot.

## YELLOW PINE MANUFACTURERS' ASSOCIATION

Many a visitor to former world's fairs and other exhibitions met an old acquaintance at the Coliseum. It was the small house which furnished the nucleus of the Yellow Pine Manufacturers' exhibit. It is called the Nuremberg Haus, because it is constructed in old German style, both as to general architecture, and in details of fittings, finish, and carving. It is a house of one room.

It was first placed on exhibition at the St. Louis fair in 1904, and it has been seen thirty-two times since at fairs in all parts of the South and East. It was so well built in sections that it has not been defaced or marred by its frequent trundlings about the country. The exhibitors claim that in the past eleven years more than two million persons interested in wood have carefully inspected this piece of work. That being the case, it was one of the most widely advertised exhibits at the Coliseum.

It is a good advertisement of yellow pine. It shows the possibilities of the wood as interior finish, and likewise as exterior work. There is not a plank or pin in it from peak to mudsill that is not yellow pine. By the way, many pins are used, in place of nails, to fasten the timbers together, that evidently being a copy from the German builders of former days.

The roof is of split shingles, the kind once very common in this country before the shingle mill was firmly established, but the split shingle is now a relic of the past, except in a few communities where it is still occasionally seen.

The principal topic of comment by visitors in the Nuremberg Haus was the carving and the finish. The former was elaborate and beautiful, giving a richness of design. The stains were dark, but not in imitation of any other wood. Yellow pine always stands on its own merit. Rare figures sometimes occur in yellow pine, but no attempt was made to push them to a prominent place, at the exhibit, though some extremely handsome figured wood was shown.

### Relics of the Past

It is claimed for yellow pine that samples of greater age in its use might be shown than of any other southern wood, but such samples as were present did not quite date back to the earliest claims of cypress. However, some very respectable antiquity was shown. There was a beam which was placed in a building at Augusta, Ga., 165 years ago, and it is untouched by decay. In fact, it is almost as bright as a newly-hewed log; but other old timbers which were more exposed to the elements show the effects of weathering.

Yellow pine siding was in a good state of preservation though it served half a century in the outer wall of the court house in Hampton county, Ark.

Another sample of long-lasting properties in exposed situations was furnished by a pine picket from Mississippi. For fifty-six years it formed part of a garden fence and successfully baffled the assaults of the ubiquitous bronze pine hog of the South.

[illegible]

### T. WILCE COMPANY

[illegible]

### LUMBERMEN'S ASSOCIATION OF CHICAGO

[illegible]

### YOUNG MEN'S CHRISTIAN ASSOCIATION

It was but many years ago that an organization like this was not heard of in the lumber business; but it is now an essential adjunct of many large operations. Business men support the work with liberal donations, not from altruistic motives wholly, but because it pays to do so. The activities of the association conduce to greater efficiency in camps where many men are employed. The men themselves gain by it and the proprietors have found the association a substantial help.

The exhibit at the Coliseum was in charge of R. P. Knight of New York. It consisted largely of pictures, models, and literature. The pictures were architectural drawings of the association's buildings at logging centers and large mills in all parts of the country. In many instances these buildings are donated by the lumber companies. Some of the Y. M. C. A. buildings for lumbermen were erected at costs ranging from $5,000 to $20,000, while others are cheap.

The work done was fully explained. There are reading rooms, baths, and lecture rooms. There are games, and other amusements to entertain the men during the evenings. Their welfare is looked after—their bodily welfare first, and religious advice is offered to those who care for spiritual things—but the keynote of it all is the betterment of the surroundings of the workman.

### [illegible]

[illegible]

The exhibit was an attractive feature at the Coliseum and was visited by most people who attended the show. It was especially pointed out by advocates of conservation, as one of the most efficient forces now at work to save the country's most valuable asset—the men who labor.

It is now not unusual for lumbermen's conventions to place on their programs, as one of the regular topics, the work of the Y. M. C. A. The discussions of the topic are not confined to the workers of the Y. M. C. A. only, but proprietors, superintendents, overseers, and bosses take part, in the same way as in the discussions of other matters of business.

### THE CHICAGO MACHINERY EXCHANGE

The exhibit made by the Chicago Machinery Exchange had the crowd most of the time, due largely to the fact that it was the only machinery in operation on the floor of the Coliseum. There were molders, planers, scrapers, and ripsaws on which demonstrations were made of modern methods of working wood. The sing of the saw and whir of the knife did not fail to catch the ear of the lumberman, and as for the small boy, he was attracted as he is by the passing of a fire engine down the street of his home ward.

### HOWARD SIMMONS & COMPANY

Timber bonds, an important part of many large lumber operations, had fine samples of wood as drawing cards for their booth. A section of a fourteen-foot Douglas fir log, with bark nearly a foot thick, was a successful attraction, and it was supplemented by samples of flooring, wide panels and clapboards. The large fir sample was from the holdings of the Stephens-Bird Lumber & Logging Company at Snohomish, Wash.

### NORTH CAROLINA PINE ASSOCIATION

The headquarters of the association are at Norfolk, Va., and the exhibit at the Coliseum was in charge of R. H. Morris, of Norfolk. The exhibit consisted principally of two finished rooms and a portico.

The woods which this association handles belong in the southern pine class, and in addition the southern white cedar is included. Carolina pine is a trade name rather than one belonging to a particular species. Two woods, botanically distinct, but much alike, furnish the bulk of the lumber marketed by the association. One is the shortleaf pine *(Pinus echinata)*, the other the loblolly pine *(Pinus tæda)*. These trees are abundant from Maryland southward through Virginia, North Carolina, and South Carolina. Their entire range is much more extensive than that, and covers most of the South, but the "North Carolina pine" of commerce is supposed to come from the Atlantic coast region.

Its characters are excellent and the market has long been acquainted with it. The wood has been lumbered in Virginia and North Carolina for 300 years. Trees increase in size very rapidly, especially the loblolly pine. It grows from the seed to the merchantable tree in the lifetime of a man, and even less. Fields which were growing corn and tobacco at the beginning of the Civil War have since been logged with profit.

The wood is soft, and is particularly liked for interior finish. The annual rings are distinct and striking, and give characteristic figure to the wood.

[illegible]

The North Carolina pine cabin's exterior was of upright boards with the cracks battened. The whole was weathered and rough, and prepared the visitor for the surprise which came when he stepped through the latticed portico to the interior, where the finished wood was displayed in numerous ways, and to the best possible advantage.

The walls were made of panels, many of them designed to show

the range of effects that could be produced by stains and finish. The subdued light, which was skillfully arranged for the purpose, left a most pleasing impression with the visitor.

The persons who had the exhibit in charge did not say much about remote antiquity; but there was a picture framed and hanging on the wall which told a story that had something to do with the long ago. It was a house of Carolina pine (grown in Virginia) which belonged to members of the Washington family seventy-five years before the first gun of the Revolution was fired. The old building is still in a good state of preservation, and stands in Fredericksburg, Va.

### Southern White Cedar

A small but interesting exhibit of southern white cedar *(Chamæcyparis thyoides)* was shown in connection with North Carolina pine, because both woods are handled by the association, and both grow in the same region, though the cedar's range is limited in comparison with that of pine. It occurs commercially from New Jersey to South Carolina, but only near the coast and in deep swamps. It is more exclusively a swamp tree than cypress.

The southern white cedar is so named from the whiteness of its wood. A small tank at the Coliseum displayed the white color. The tank was made by John M. Smith & Sons, Philadelphia.

This is of interest in connection with the fact that 150 years ago the Philadelphia "cedar coopers" were famous, and the wood that they used was principally this southern white cedar which was once abundant in New Jersey, within reach of Philadelphia. The wood is very light, and that, in connection with its other good qualities, has always made it popular for buckets and pails.

Shingles of this cedar were once made in great quantities. At the time of the Revolution most houses within reach of the middle Atlantic coast were roofed with them. Some are still made, and samples were placed on exhibition at the Coliseum by the John L. Roper Lumber Company of Norfolk, Va. One of the interesting features of this display was a section of a roof of cedar shingles which had been in use ninety-seven years.

## EDWARD HINES LUMBER COMPANY

A modern lumber yard is a pretty difficult thing to represent in an adequate way at an exposition, where at most a square yard of space must answer for an acre or two of lumberyard; but the Edward Hines Lumber Company made as near approach to it as possible. Much had to be shown by sample, but in every instance the sample was a part of the article which it was intended to show. The partial list of forest products represented and which are given below will convey a good idea of what a modern lumber yard in the city of Chicago is like, provided each sample is multiplied a thousand or a million fold. It should be borne in mind that a yard at a large sawmill is not the same thing as a wholesale and retail yard in a large city, though the yard at the mill may carry as many feet of lumber. It is apt to contain a limited number of woods and no exhaustive list of sizes; while a lumber yard that supplies a vast city and country trade must have almost everything in the category of raw forest material as well as much finished stuff.

### Bill of Particulars

Many of the commodities and articles shown in the display by this lumber company are given below:

Shingles from the gigantic western red cedar of the Northwest Pacific Coast. Three-fourths of all the shingles used in the United States are made of this wood.

Baled shavings from planing mills. This waste product is now finding markets as bedding for horses in livery stables, and shavings of certain woods are employed in the manufacture of composition plaster.

The flooring collection included pretty nearly every kind that is found on the market. Some of the kinds follow: White pine matched, tamarack, white oak and red oak flooring of numerous sizes and patterns; a complete assortment of beech, birch, maple and southern yellow pine; elm and spruce added to but did not complete the list of flooring.

Weatherboarding included white pine drop and block siding; clear Norway pine, spruce, Douglas fir, tamarack, and double drop white pine.

Finishing material of yellow and white pine was in samples. Some of the latter wood displayed in this exhibit was as perfect as ever grew in the forest. Clear white pine two, three and four inches thick, sixteen feet long, and in width up to twenty-eight inches, was a surprise to persons who were under the impression that the best white pine all went to market "back in the nineties."

The [illegible] timbers was [illegible] Some of them follow:

Yellow pine from 4 x 4 inches up to and including 18 x 18.

Norway or red pine timbers from 4 x 4 to 14 x 14.

Timbers of northern white pine from 4 x 4 to 12 x 12.

Hemlock was shown in the same sized timbers as white pine.

Douglas fir, a far western wood, headed the list of timbers by sizes ranging from 4 x 4 to 24 x 24 inches.

There were plasterers' lath of white pine, Norway pine and hemlock.

There was, of course, lumber of all kinds.

Grain doors are rather odd articles to show in an exposition, but many of them are in use by railroads of this country. They are made to fit crosswise in the doorway of the ordinary box car and close it to prevent grain from wasting when it is shipped in bulk. Such doors are made of cheap lumber, since they are usually thrown away after being once used and it does not pay to return them to be used again.

## BIRDS AND TREES

The intimate relationship between forests and birds is well known. The birds eat the tree seeds and prevent the young seedlings coming on in too great numbers and crowding one another to death. Woodpeckers pick holes in large trunks in search of a supposed bug, and make an opening whereby enough fungus may enter to ruin the tree in a few years. The sapsucker stabs the tender bark of growing hickories to sip a drop or two of sweet juice, and makes a "birdpeck" hickory out of it, and the ax-handle man must throw away three or four dollars worth of wood some years later, because the sapsucker was thirsty for a drop of hickory sap. Charles E. White had an exhibit at the Coliseum which was calculated to benefit the timber and at the same time accommodate the birds in the forest. The arrangement was a wire feeding box which can be hung on trees. Bird food is placed within, and the birds will eat there and leave the tree seeds, the bugs, and the sap alone.

## NORTHERN WHITE CEDAR ASSOCIATION

The headquarters of this association are in Minneapolis, and the exhibit at the Coliseum was in charge of L. E. Morier of Chicago. It is not a lumber association; at least the manufacture of lumber is not the chief activity. This cedar is an important pole, post, and crosstie material, though some lumber is cut. Makers of small boats prefer it for siding, and some will use nothing else if this wood can be had. It is light and tough. For its weight, it is probably the toughest wood in this country. A shaving can be folded like a piece of paper, laid on an anvil and struck repeatedly with a hammer without breaking at the point of folding. It is said that this cannot be done with any other wood.

This cedar is the arbor-vitæ that is planted in yards, parks and cemeteries. Its home is in the North from Michigan to Maine, and it thrives best in swamps. Trees are small, and near the ground there is generally a crook, but above that the trunk is straight enough for poles and posts, and these are the articles usually produced.

The booth of the association at the Coliseum was a large one and was enclosed with a palisade of poles. They occupied most of the space, but other products placed for public view were shingles, crossties, and excelsior, which was labeled "cedar tow."

The wood is durable—very durable for as white a wood as this, for it is not the rule that a white wood is resistant to decay. Its promoters claim that few woods will last so long in an untreated state, and that when posts and poles of the white cedar are used it is not necessary to give them preservative treatment.

One of the samples which was proudly pointed out was a telegraph pole from the eastern part of Wisconsin. It was set in 1864 and was pulled out of the ground for display at the Forest Products Exposition, after fifty years, and decay had made practically no inroads on it. When that post was set, the only telegraph office beyond it was a pine stump with the instrument installed on it, and not so much as a shelter over head.

Untreated crossties were brought to the exposition from Michigan with various periods of service to their credit, the oldest being twenty-nine years.

## NATIONAL LUMBER MANUFACTURERS' ASSOCIATION

The organizations affiliated with the National association are the following:

Georgia-Florida Sawmill Association.

Hardwood Manufacturers' Association of the United States.

## WESTERN PINE MANUFACTURERS' ASSOCIATION

[illegible] third day of the exposition. All of the wood on display, except a [illegible] was from [illegible] Three years were given [illegible]

The Idaho white pine is an active competitor of the northern white pine, though up to the present time they have served territories fairly [illegible] It is easy to see the two trees apart if judged by clear lumber alone; but the knots of the western species have a different arrangement and appearance from those of the eastern white pine, and a person well acquainted with both would probably be able to separate the two species by that test.

The western pine exhibit consisted principally of dressed lumber, but there were certain articles of millwork, such as cornice, columns, posts, pilasters, capitals and other ornaments, wainscoting, floors, chairboards, and massive pieces of turned work, some solid, others consisting of built-up stock. It was an exhibit calculated to appeal to the builder and the architect, rather than to the visitor who is looking for novelties and curiosities. The mills which are cutting these woods in Idaho, Montana, and Washington are looking for markets toward the East, and they selected their material for the exposition with that purpose in view. They sent a white pine log fresh from the forest, and had most of the products down to the oils and resins obtained from fir stumps by distillation.

The announcement was made that "all Inland Empire woods are shown in the grades," and the promise was made good, from the first-class, faultless planks of pine and Engelmann spruce, to the knotty boards which have little chance of finding markets as far from home as Chicago.

[illegible] Woods

[illegible] ers and stains, as they would appear in furniture, flooring, fixtures, and interior trim. A specialty appeared to be made of the western larch; [illegible] larch is a tree of very slow growth, consequently its yearly rings are narrow, and the wood lacks figure, no matter in what way it is sawed; but as a plain wood its appearance is satisfactory. It is hard and strong, and these are the properties which recommend it most as a building material. It has been accused of possessing poor seasoning qualities, but improved methods of drying it have largely overcome that drawback.

It has been treated, in an experimental way, with steam, which is said to improve its seasoning qualities. Samples of steamed larch, from the laboratory of C. H. Shattuck, of the Idaho University at Moscow, were shown. It is claimed that the weight of the seasoned wood is reduced by steaming.

Engelmann spruce, another comparatively new wood from the northern Rocky Mountain region, made a good impression. A plank [illegible] Douglas fir held an important place among the finished samples. It was called red fir, which is the name by which it is usually bought and sold in the northern Rocky Mountain region; but the true red [illegible] California [illegible]

[illegible] Douglas fir and [illegible]

Douglas fir and some of the other firs of the Rocky Mountains and westward, are attracting much attention as sources of naval stores, like turpentine, rosin, and other distillates. The industry is emerging from the experimental stage, and the products are beginning to reach the markets. Numerous articles are produced by distilling the wood. The best results are obtained from the stumps of Douglas fir, and if claims now made shall be realized, a naval stores industry of considerable importance will develop in the Northwest. The Western Pine Association displayed samples of tar, oil, spirits of turpentine, resin, acids, rosin, and charcoal.

[illegible] Pine [illegible]

The northern white pine exhibit occupied a place of honor opposite the main entrance of the Coliseum. Only one wood was there. It was the historic white pine which has been actively lumbered in this country during nearly three hundred years, and the supply has held out so well that in 1912 more than three billion feet were taken from the forests and sent to market. That was one thirteenth of all the lumber cut that year in the United States. It is remarkable that the state where the first cutting of this wood occurred within a few days after the landing of the Pilgrim Fathers in 1620 is still producing it in large amounts. The sawmill output of white pine in 1912 in Massachusetts exceeded 143,000,000 feet. Doubtless the average annual cut in that state has been that great during 200 years; and still the white pine sawlogs come out of the woods.

The range of white pine extends 1,800 miles east and west, from Newfoundland to Minnesota, and in the broadest part of the range, from Quebec to Tennessee, in width exceeds 1,000 miles. Lumbermen have been at work in practically every part of this range during periods ranging from thirty to 300 years; and yet billions of feet of this lumber are cut yearly.

The white pine people have been carrying on a campaign during the past few years to convince the public that the wood is not a thing of the past, but that it can be had in abundance. There is no need of a campaign to teach the public the useful qualities of the wood, because these are well known. The exhibit was in charge of George Lindsay of Duluth, Minn.

[illegible] New [illegible]

Some of the New England museums contributed a great deal to the success of white pine at the exposition by loaning a number of interesting relics illustrating the early uses and superb lasting properties of this material. No other wood there equalled white pine in antiquity of uses. The early New Englanders built their homes of this wood, and many relics of the early period of settlement have come down to the present time. A complete list of such samples and relics placed on exhibit at the Coliseum cannot be given here, but a few will prove of interest as illustrations of uses of this pine at a time when the forests of the whole country were virgin timber and men were free to cut as much as they wanted and of the kinds they preferred. A partial list follows:

A door with a wooden lock dates back to 1651, and is believed to be the oldest wooden door in the United States. The house stood on the farm of Governor John Winthrop, near Medford, Mass. A large number of relics came from Medford, where they have been collected in a museum.

A door from the Jonathan Watson house, Medford, dates from 1650, and a second from 1688.

The sign which was swinging in front of Jonathan Porter's tavern at Medford at the beginning of the Revolution was an interesting specimen of the use of white pine. The building was erected in 1767. [illegible] the [illegible] coat of arms, which was put on with

goldleaf. It is still bright after 150 years. The lesson is valuable, because it shows that white pine is an excellent material over which to use goldleaf. The sign has a bullet hole through it, said to have been the work of an American soldier marching against the enemy. The British coat of arms, swinging above the street, presented too great a temptation for him to resist. General Washington was a frequent guest at the tavern.

A large window, with the surrounding cornice, frames, and ornaments, was built in 1732, also at Medford. The historical interest of this relic of early white pine lies in the tradition that within the house's walls the battle of Bunker Hill was planned.

Church fixtures were of white pine in 1755, according to a pew door of that period from the old Ship Church at Hingham, Mass.

The display of white pine siding contained many old specimens, sound after a century or more of exposure to the weather. One from the Royal house at Medford dates from 1732. A section of still older siding from the Fairbanks house dates from 1636. The boards are ten inches wide, and are beaded. Some early eighteenth century siding, the exact date not being given, was interesting on account of the large amount of hand work expended on it. The boards were nearly a foot wide, and were cut by hand to represent two boards, one overlapping the other.

The early Massachusetts builders used roofers which would grade very much higher today. A board eighteen inches wide, on which the shingle roof was nailed, came from the Cornish house at Hingham. The house was built in 1650, and the appearance of the board, which is unaffected by decay, indicates that it was whipsawed by hand.

A carved cornice cap from Feneuil Hall, Boston, is 172 years old, and a section of rafter from the same building is 12x12 inches, and the wood looks bright and new.

A pine window cap, dating from 1737, was taken from the Hancock House in Boston.

A section of weather-boarding, 1732, from the Fairbanks house, was cut to imitate blocks of stone.

A curious piece of pine flooring, six inches wide, from the Royal House, 1732, illustrates a method of woodworking of that date. The boards constituting the floor were fastened together with flat wooden dowels four inches wide. Of course, all the work was done by hand, and must have been slow and tedious.

A white pine gutter, 1732, from the Royal House, shows the lasting properties of this wood in such situations. The original gutter was thirty-eight feet long, hewed from a single piece.

A ship chest on wheels, in which the sailor kept all his earthly belongings, was a prominent feature of the exhibit. It was made in 1785 at Medford.

### Present-Day Uses

There would be no particular profit in displaying the early uses of white pine if that were all. The purpose of such display is to draw attention to the substantial qualities of the wood, and acquaint the public with its availability for similar uses at the present time.

The modern rooms at the Forest Products Exposition, built outside and in of white pine, were visited by practically every one who attended at the Coliseum. The ceiling had its beams, the walls their panels, the exterior its weather-boarding. Panels of clear stock twenty inches wide were proof that good pine can still be had. Doors of today are of better design than those made generations ago, and the stock is no less perfect.

The siding and the garden fencing, forming part of the enclosure of the exhibit, proved the splendid painting qualities of white pine; and the posts and pillars were perfect in their stock and workmanship.

### THE ABSENT ONES

The excellence of the exhibits which were prepared for the purpose of pleasing and instructing the public was not wholly sufficient to hush regrets that some old friends were absent. Black walnut was present as a single log only. Hickory was not seen outside the showcases of the Forest Service booth. Tupelo's name was unspoken. Cottonwood's "picture was turned toward the wall." Willow had no place. The best hardwood of the Pacific coast, red alder, was left out. The magnificent yellow poplar was looked for in vain. Locust, the hardest and most durable of the hardwoods, had no nook or corner. Holly, the whitest wood, was not visible. Persimmon, the shuttle wood of the world, was forgotten. In addition to these, there were at least fifty minor hardwoods absent from the displays. Separately, they are of small importance, but in the aggregate they are of great value.

### CONCLUSION

A positive conclusion is justified after a consideration of the exposition as a whole. The attendance was not all that could have been desired, but as a beginning it was decidedly encouraging. The class of people who attended was wholly satisfactory. The exhibitors deserve great credit for their efforts to advance the interests of lumber.

The results are in the future, but all present indications point the right way. Persons who went to the Coliseum to learn about wood as material for building or for manufacturing purposes, were amply repaid. An excellent impression was created. Many persons expressed the opinion that it was no longer a question of using wood for houses, but of what kind to use. Where so many kinds are available, all of which are excellent in character and beautiful in appearance, it is not always an easy matter to make final choice. At any rate, it may be accepted as a fact that wood stands higher in popular esteem than before the Forest Products Exposition opened its doors. The pioneer work has been accomplished. The beginning of the campaign of advertising wood has been successful.

## Walnut and Pianos

A field which is drawing quite extensively on walnut for its raw material, and in fact the field which is probably realizing its possibilities in this direction more fully than any other line, is the piano trade. In this line of manufacture there is a steadily increasing quantity of walnut being used each year, but this is more particularly true in the middlewestern states than in the East, the reason probably being the fact that eastern concerns are naturally more conservative in their methods and more slow to take up with any changes in styles of raw materials.

A walnut man recently made the interesting observation, and his statement is unquestionably an absolute truth, that one of the biggest reasons for the continued absence of any quantities of walnut in fixtures and piano work (the condition which the walnut men are battling to overcome), is the wide spread mis-information regarding the quantity of this stock available and the price for which it can be purchased. This walnut man said that furniture and piano factories will frequently send out inquiries for walnut stocks, and instead of taking the trouble of looking up firms who make a specialty of manufacturing this line of lumber or veneers, will write to the manufacturer of other hardwoods asking for quotations in connection with quotations on their usual line of manufacture. As a consequence these concerns who probably have not a stick of walnut on their yards, and have no means of getting it other than through walnut specialists, write back quoting on someone's else stock at prices ranging at $5 to $10 above what it could be purchased for direct. The consequence is that the piano and furniture men get an entirely erroneous idea of stocks available and prevailing values. They are consequently discouraged when it comes to using any of this class of material.

Accurate information as to these two points is one of the first and paramount differences in primarily and adequately broadening the market for walnut. There is, and there will be for a long time to come, sufficient walnut to fill in the reasonable demand that might be created, and it is absolutely a fact that this stock can be had at prices which conform very fully to prices for other high-class cabinet woods. It is simply up to the walnut man to give the proper publicity to his stocks and to eradicate the vast amount of mis-information which has been pretty generally in the minds of those who would be possible purchasers; and this is now being done.

In the second place it is up to the walnut man to educate the furniture and piano man to the beautiful possibilities which are dominant in walnut to be brought out by the proper finishing methods.

R. B. [illegible] CHAIRMAN, WIS. PRESS.

E. S. KELLOGG, WALSAU, WIS. SECRETARY.

GEORGE E. FOSTER, MERRILL, WIS. TREASURER.

# Hemlock and Hardwood Men Meet

The annual meeting of the Northern Hemlock and Hardwood Manufacturers' Association was held April 1st at the La Salle hotel, Chicago, and was attended by a record-breaking number of members. The president, R. B. Goodman of Goodman, Wis., took occasion [illegible] to state the purposes of the association. He did this partly as a reply to a report in the daily papers that the Bureau of Corporations would soon publish findings resulting from its investigations of the lumber business, and that those findings would be a criticism of some of the methods of lumber associations.

President Goodman said his association carries on its study of market conditions through the committee of grades, and that committee [illegible] An important part of this work is the standardizing of grades. This has now been practically completed and grades are fixed and well understood.

Another important work carried on by the association is the advertising of lumber, particularly the kinds manufactured by its members.

The association's efficiency committee performs valuable services by studying questions of sanitation and others which directly affect the health of the laborers and camps, and indirectly concern the work in the woods and at the mills. The methods employed are likewise a subject for the efficiency committee's attention. Traffic matters are carefully studied by this committee, but no attempt is made to control or regulate prices. That is left to the individuals, who naturally try to secure the best prices possible.

### Treasurer's Report

The treasurer's report was read by the secretary, R. S. Kellogg. It showed a balance on hand January 26, 1914, of $3,369.69; amount received from the secretary, $8,897.89, making a total of $12,267.58. The sum paid out, for which vouchers are on file, was $10,380.44, leaving a balance on hand of $1,887.14, with all debts paid, and many dues receivable. The treasurer, George E. Foster, was not present.

### Secretary's Report

Secretary Kellogg's report on the cut and shipments of lumber for the year ending March 31, 1914, shows that during this period hemlock production has exceeded shipments by eight per cent and that hardwood production has been twenty-two per cent greater than shipments. The production of hemlock and hardwoods combined has exceeded shipments by [illegible] per cent since March 1, 1913. The totals for the twelve months follow:

| | Shipped | Cut |
|---|---|---|
| [illegible] | [illegible] | 12,[illegible]45,000 |
| [illegible] | [illegible] | [illegible]241,000 |
| [illegible] | [illegible] | [illegible]441,000 |
| [illegible] | [illegible] | 344,[illegible]43,000 |
| [illegible] | [illegible] | 26,[illegible]87,000 |
| [illegible] | [illegible] | [illegible]5,[illegible]0,000 |
| [illegible] | [illegible] | [illegible]0,000 |
| [illegible] | [illegible] | [illegible]0,000 |
| All [illegible] | [illegible] | 391,[illegible]0,000 |

A [illegible] of comparisons of figures for the four years ending with 1913 and the first three for 1914 shows:

[illegible]
[illegible]
[illegible]
[illegible]
[illegible]
Increase in total shipments, 10 per cent.

The figures make a more encouraging showing for the last month of the three, March, 1913, compared with the same month 1914:

[illegible]
Increase in hemlock shipments, 18 per cent.
[illegible]
[illegible]
Increase in total cut, 17 per cent.
Increase in total shipments, 4 per cent.

The reports last October indicated a probable increase in hemlock logging of three per cent and in hardwood logging of seventeen per cent under favorable conditions, but the actual decrease of two per cent in hemlock and eight per cent in hardwood input can be charged to a short winter and light snow fall. While some well situated firms got in the normal amount, others fell short of their estimates as much as 25 per cent.

The log input this season by the seventy firms from whom reports were received was as follows:

| | Feet. |
|---|---|
| Hemlock | 407,043,000 |
| [illegible] | [illegible] |
| [illegible] | 454,[illegible]56,000 |
| [illegible] | 14,[illegible]0,000 |
| Total | 1,008,860,000 |

### Substitutes in Wisconsin

The secretary called attention to the campaign in Wisconsin by manufacturers of substitutes for lumber to push their products with all possible energy. Some of the state officials were apparently favoring the substitute sometime ago, and this occasioned a visit to them by Mr. Kellogg and Adolph Pfund of the Wisconsin Retail Lumber Dealers' Association, and the matter was talked over in a friendly way. It was explained that the men with substitutes were much more active in pushing their materials than lumbermen were. They are always on the ground when building material is to be sold; always ready to explain the merits and the best ways of using what they have; and the result has been that they have received more attention along certain lines than has been given to lumbermen.

That was the explanation given by the agricultural department of the University of Wisconsin in answer to the criticism that substitutes were being favored above lumber. The lumbermen were asked to push lumber with the same energy that cement and other substitutes were being pushed. The time is opportune for doing so. In the past two years the University of Wisconsin has sent out 11,000 blue prints, giving plans and specifications for farm buildings and other improvements. This is done for the purpose of assisting farmers to erect buildings economically and in a scientific way. The substitute dealers have been following up these blue prints with offers to furnish the material, and in this way have been getting business which lumbermen were overlooking.

It will not remain so in the future. The retailers are now going after that business in an aggressive way, and are getting in touch with the farmers. The advertising committee of the Northern Hemlock and Hardwood Manufacturers' Association is now distributing farm building plans, showing the advantages of using lumber, and these will be widely published. In Wisconsin there are farm experts in every county seat whose business it is to give advice concerning crops and buildings. The advantage to the lumberman of getting in touch with these people is apparent. The manufacturers of substitutes are well aware of the advantages. Cement associations have experts who go about the country for the sole purpose of showing builders and contractors how to use cement.

### Traffic Matters

George H. Chapman of Stanley, Wis., chairman of the railroad committee, made a verbal report of the work done by himself and associates in the way of extending trade for lumber, and other matters connected with their duties. Rates have been asked for, which if granted, will extend the market for hemlock from fifty to one hundred miles toward Missouri river points. The matter is now before the Interstate Commerce Commission.

### Camp Sanitation

Dr. L. E. Spencer, of the Wisconsin State Board of Health, addressed the association on the subject of camp sanitation in the lumber regions. He recently made a tour of inspection, not only through the lumber regions, but where railroads are building, and among other industries where camps for men are maintained. He found some model lumber camps, but he found others which were in bad condition. As a result of his investigation a set of rules and regulations was prepared by the State Board of Health to apply to industrial camps in Wisconsin.

Copies of these regulations were distributed at the meeting and called forth considerable discussion and numerous questions. As a whole, the regulations were favorably received, and the following resolution was adopted by the association:

Resolved, That the Northern Hemlock and Hardwood Manufacturers' Association, co-operate, so far as specifically with the Wisconsin State Board of Health in carrying out the spirit of the regulations for camp sanitation; and the efficiency committee be authorized to represent the association in matters relating to the enforcement or modification of these regulations.

The text of the regulations will appear in the issue of Hardwood Record of May 25. Dr. Spencer stated that the condition of lumber camps compared favorably with other industrial camps visited in his tour of inspection. He further stated that, as a rule, the most efficient logging operations were in connection with the most sanitary camps.

### Inspection Rules Matters

F. F. Fish, secretary of the National Hardwood Lumber Association, addressed the meeting on the subject of grading rules, and he particularly called attention to efforts which are being made by certain consumers to discredit the rules of 1913 and go back to those of 1912. He gave a history of the rules as they now stand, said that they were adopted with less opposition than any rules previously adopted, and explained that, under the bylaws of the association, no changes can be made for another year. The inspection rules committee of the National Hardwood Lumber Association held a meeting in Chicago the last week in April, and no applications for changes were received or considered. Mr. Fish stated that his association had added 100 new members the past year, and now has 892.

### Comments from Michigan

J. C. Knox, secretary of the Michigan Hardwood Manufacturers' Association, Cadillac, Mich., addressed the meeting on conditions there, stating that the estimated season's input of hardwood logs, revised April 1, was 450,000,000 feet, which was 8,000,000 below the estimate of January 1. It is not expected that the harvest of hemlock bark will quite come up to last year's and there will be little change in price. Mr. Knox referred to efforts to change the inspection rules, and said that practically all such efforts [illegible] by manufacturers.

Mr. Knox complained of price cutting, and said he was sorry to state that most of it came from Wisconsin. He referred specifically to maple and cited an instance whose unnecessary cutting of price had hurt the Michigan manufacturers. Regret was expressed that such a condition existed, particularly when it did not seem to be necessary to cut prices in order to sell.

### Advertising Lumber

Mr. Kellogg reported for the advertising committee which is expending an appropriation of $10,000 a year in placing its merits of Wisconsin hardwoods and hemlock before the consuming public. The advertising campaign thus far has aimed principally to reach the trade in Wisconsin and surrounding territory, and not the whole country. Among the committee's activities recently was the circulation of 1,100 building-plan books in Wisconsin, 600 in Indiana, and others elsewhere. These books contained plans and data for farm buildings. Literature is distributed among farmers in winter and among artisans in summer, the purpose being to reach each class during its season of greatest leisure.

Increased results are coming from the advertising campaign. This is the natural result which usually follows prolonged advertising. The methods followed the past year will be continued.

### The Retail Dealers

The Wisconsin Retail Lumber Dealers' Association was represented by Adolph Pfund, who explained the methods adopted by the association in getting in touch with the users of lumber, and the results which have followed.

All inquiries from prospective users are sent to the nearest retail dealer, with an account of the kind and amount of work intended, from which the probable quantity of lumber can be estimated. This method of bringing purchaser and seller together produces good results.

A circular is being prepared for distribution among farmers. It will deal with the proper ventilation of barns, and the size of the barn for so many acres, so many cows, and so much storage. Another circular will deal with silo frames.

### Report of Committee on Grades

The report of the committee on grades was presented by M. J. Quinlan, who saw much encouragement in the situation and no serious clouds on the horizon. Building promises to be good; some substantial sales at good prices have been made, some woods are well sold out, while it is not so well with others. It was predicted that hemlock will find markets this year in a way which will not allow any accumulation of stock, and at prices not below the present, and probably a little above.

have been hard for those who are doing association work there.

Traffic matters have demanded much attention of late. The railroads that they be allowed a five per cent advance in rates. Mr. Rhodes appeared before the commission in Washington and pages, which, it is confidently believed, will have much weight when the commission takes up the question for final decision. The chief purpose of the brief was to guard against an undue amount terests which are already paying their full share, and much more, in proportion to value, than most other articles shipped in large quantity by rail.

believed that the wooden box will win the chief points contended for—that is, that boxes must be standardized, and that the box must be able to carry its load or the transportation companies will not accept it for shipment.

Mr. Rhodes was gratified with the apparent discomfiture which has overtaken the steel manufacturers in their attempt to force the wooden car from the railroad trains. This has not been done

is admitted now that it is better to prevent wrecks than to try

and insufficient signals showing clear on obstructed tracks, trying to run too many trains with not enough repair gangs, and other economies of that kind on the part of railroads, are responsible for wrecks and loss of life in many instances, while the wooden car, if blamable, is only a secondary cause in the majority of cases.

This is coming to be the viewpoint of many railroad men, and it is shared by investigators who are studying all sides of the situation. The probable result will be that the campaign against the wooden car as the chief sinner will be materially modified hereafter.

Mr. Rhodes insisted that lumbermen should not delude themselves with the belief that lumber is winning all its battles. It is losing something here and a little there, and the speaker said he was sure that the consumption of lumber in the United States per capita is less now that it was four years ago.

In Memoriam

The association passed by unanimous voice the following resolution in memoriam of H. H. Gibson, former editor of HARDWOOD RECORD:

Resolved, That the National Hardwood Manufacturers, in convention assembled, hereby express their deep regret at the loss suffered by the members and the industry at large in the death of Henry Hilton Gibson, formerly associated with the Hardwood Record, and for many years widely known as a writer and expert authority on [illegible] and be it further

Resolved, That we extend to the family of our deceased friend our sincere sympathy in their bereavement, and that a copy of these resolutions be sent to them.

The association adjourned to meet next July at Marinette, Wis.

# The Straight-Edging Rip Saw

There is no line of woodworking machinery in which there has been more striking recent development than in power-feed rip saws, and this development holds interest for both the manufacturer and consumer of hardwood lumber. There are not only types of these new machines that are interesting to the furniture manufacturer and to other users of hardwood lumber, but some of them hold particular interest also for the manufacturer of hardwood lumber.

There has always been a use for the rip saw in the hardwood lumber mill, but the most extensive use of such saws has been found in what the trade terms edgers—single side edgers and gang edgers. Rip saws have been used some on the side for making small dimension stock, but have never been considered as factors in reducing the regular manufactured stock to square edges and to usable form. The old rip saw known as such, whether power feed or hand feed, was not considered a straight edging machine within itself, and for straight sawing the use of a fence was resorted to, which of itself really presumes upon one straight edge being already on the stock to be sawed to dimensions.

Among the new types of power feed rip saws some are now offered with the saw swung above the work between two feeding rolls and the work carried on an endless chain in the bed below. This style is featured as a straight-edging type, the claim being made that it will take many-edged stock or any other stock and rip it to a straight line without fence or guard.

This new idea in circular rip saws seems to be really a development from the sharp competition between the band rip-sawing machines and circular rip saws. The band saw type was the first to use the chain or endless bed type of feed, and it made such inroads in the field of rip-saw work that the makers of circular saw machines had to bestir themselves, and out of it all has come some new offerings with a combination of chain and roller feeds that should prove interesting and valuable additions to the machinery list for working hardwoods of various kinds in the modern sawmill.

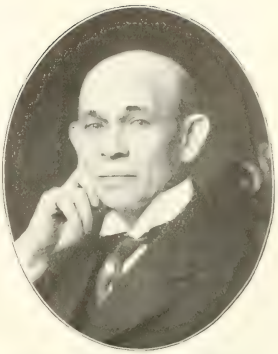
The straight-edging rip saw offers possibilities both as an edger and as a machine for reworking lumber and making special dimension stock. It has not the capacity nor will it take the place of the gang edger in the big mill, but it may take the place of the side edger in some mills and do a wider range of work in shorter time with less expenditure of elbow grease on the part of the operator.

Another important use that may be found for this same type of machine is in the assembling and wholesale hardwood yards where a certain amount of trimming and reworking of stock is essential to fill orders satisfactorily and to get full value out of the material. With electric current available in almost all cities and manufacturing centers, it is a comparatively easy thing to take a machine of this kind, set it up in the most convenient place for getting material to and from it and to connect it up with a motor. This convenience of the electric drive is leading to the use of a number of machines about the lumber yard that in times gone by were impractical because of the fire hazard involved in power producing and investment necessary for power plant equipment. To those adding machinery to help out the yard equipment this straight-edging rip saw seems worthy of special attention.

Whether willingly or unwillingly, both sawmill men and wholesale yard men in the hardwood trade are finding themselves getting more and more into the special dimension business, because the consuming trade is demanding more dimension stock and because it is the logical way to a proper utilization of raw material. That is one of the reasons why some of the new offerings in power feed rip saws are of special interest to manufacturers of hardwood lumber as well as to the consuming trade. They may not fit into every need or serve every purpose, but they do give promise of filling an important place and are certainly deserving of attention and study.

F. L. RICHARDSON, ALPENA, MICH., PRESIDENT

J. C. KNOX, CADILLAC, MICH., SECRETARY



HENRY BALLOU, CADILLAC, CHAIRMAN RAILROAD COMMITTEE

# Meeting Michigan Hardwood Men

To afford the members an opportunity of attending the Forest Products Exposition and the annual meeting of the National Lumber Manufacturers' Association, the Michigan Hardwood Manufacturers' Association held its meeting on Tuesday, May 5, at the Auditorium hotel, Chicago. The meeting was called to order promptly at 10 o'clock by President F. L. Richardson. President Richardson gave a very graphic description of the Forest Products Exposition and what it stands for, requesting all to attend.

The minutes of the last meeting were read and approved. Secretary Knox then read his report, which follows in part:

### Secretary's Report

In our report of January 21 we compared the year's business of 1913 with that of 1912, and on the whole the comparisons were favorable to the hardwood interests for the year 1913. The year 1914 started out under favorable conditions and while business has not been all we anticipated, reports from various quarters make a good showing up to April 1. The shipments reported by many of our members being equal to those of a year ago with values holding well.

We are still working through the Interstate Commerce Commission for the termination of our Pacific Coast rate matter and are confident of success in the end, although the railroads have not yet responded to the order of the commission as we expected.

The question of allowing the railroads in Official Classification territory an advance in freight rates is still unsettled and I hardly believe the commission itself at the present time would be able to state just what rates would be advanced, if any, or what additional charge for spotting cars would be made, if any. At this time it is all a matter of conjecture and your guess would be as good as our own. This association, however, has gone on record as being favorable to a general advance of five per cent asked for by the railroad, providing our rates are equalized with rates from competitive territory. It is still the opinion, however, of the manufacturers that had we not been on the alert, the sixth class basis would have been applied on lumber within the state of Michigan. The railroads have now reissued their lumber tariffs, but the proposed advances are not uniform and objection has been made by some, and the State Railroad Commission has been asked to apply a uniform basis, but it is likely that it will take some time to obtain a settlement of this question, on account of the far reaching effect it would have on the lumber industry of the lower peninsula of Michigan.

The treasurer's report showed the finances of the association to be in excellent condition, having on hand a balance of $5,663.35, and in the Forest Fire Protective department a balance of $697.62. Both reports were accepted and ordered filed.

The chairman of the railroad committee, Henry Ballou, submitted the following report:

### Railroad Committee's Report

At the last meeting of this association, held in Detroit, January 21, the chairman of your railroad committee reported progress in regard to the proposed intrastate lumber freight rates, and at that time advised you that the next steps to be taken were a proposed conference to be held at Lansing which would be called by the Michigan Railroad Commission to be participated in by representatives of the different railroads within the state, as well as representatives of the lumber shippers within the state.

This conference was held February 12 at Lansing and representatives of the different railroads and from some of the lumber shippers of the state, attended same, but it was not attended by any member of the railroad committee acting for the committee.

The question of proposed intrastate lumber commodity rates then assumed a situation making it impossible for the railroad committee to represent all the lumbermen in conference or hearings before the State Railroad Commission, and at a hearing, held before the commission at Lansing, April 23, the situation was very plainly stated by Chairman Glasgow about as follows

He addressed the railroad representatives as well as the lumber manufacturers to the effect that it was very apparent to the commission that the question at issue had resolved itself into a contention between the east side of the state and the west side of the state and that it was largely centered as between Grand Rapids and Indiana shippers and Michigan Central shippers, and therefore as the railroad committee has endeavored to represent and answer for all members of this association, you can readily see that an argument of this nature could not be looked after by your railroad committee. This situation was anticipated by your committee, and, therefore, the lumbermen of the different sections of the state were advised and at the hearings before the commission held April 23 and May 1 the different sections of the state were represented and arguments pro and con were made with a view of protecting the interests of the different localities.

As yet no tangible results have been arrived at and the hearing was adjourned on May 1 to meet May 15 before the commission at Lansing.

Your chairman understands that the Michigan Central Railroad filed its proposed lumber commodity rates in the neighborhood of thirty days ago and that the same is very close to a flat five per cent advance. The other railroads of the state did not file their new lumber commodity rates until quite recently and as yet they have not been checked over thoroughly, except in some particular localities. It is understood, however, that these proposed rates will be an increase of between five and ten per cent over the old rates. Your chairman understands that information as to these rates is on file with the railroad commission, and also on file at the local stations of the different shippers, and, therefore, every lumber shipper should take steps to protect his interest by making a thorough examination of these proposed rates at once, as an opportunity will be afforded so that they may attend the hearing on the subject before the commission at Lansing May 15.

Owing to the delicacy of the question of intrastate commodity rates, the chair advised lumbermen of the various sections of the state to personally handle the individual cases which may arise; that it was not an association matter, but more of an individual case, and that undoubtedly there would be differences of opinion among the various members. Therefore, every member should conserve his own interests.

[illegible]

Report of Market Committee Committee

[illegible]

tories are mostly running and depleting their reserves, and this will [illegible]ly, in the near future, make it necessary for them to seek the [illegible]producer to secure their requirements.

[illegible]timated cut for 1914, secured January 1, was 458,000,000 feet. [illegible]on account of the open winter it was felt this amount would be reduced and these estimates were again taken as of April 1 and found to be 450,000,000. Your committee feels that if this estimate was again had at the present time, it would show a still further decrease of from 25,000,000 to 50,000,000 feet, for the members of this association are close students of market conditions and the decreased consumption is apparent to all our members at this time, and will no doubt have its effect on the production of a great many of our members who operate the year round.

[illegible] and the northern hardwoods less than any other branch of the lumber business; and we can see no reason for lower values, this being evidenced [illegible] the disposal of stocks by our members at satisfactory figures, and [illegible] values obtained last year are being maintained and your committee believes the values as shown by the committee report of January 21, 1914, to be the present market values.

There seems to be a less demand for lumber, as well as other commodities and a tendency on the part of buyers to hold off in the placing of contracts; this applies more particularly to the railroads and large manufacturers. However, this appears to be due to general conditions, rather than too high values.

[illegible]

Hemlock, today occupies a very strong position in spite of the fact of the demoralized condition of hemlock's only competitor, yellow pine. One of the reasons for this is our ability to get our stock in the hands of the retail dealers so promptly, whereas it takes from four to six weeks to make yellow pine deliveries, and yardmen are disinclined to purchase yellow pine for deliveries so far ahead, so long as yellow pine [illegible] with the contractors on account of its easy working qualities as compared to yellow pine.

Reports of estimated cut for 1914 as of January 1 show a proposed cut of 275,000,000 feet, while the April 1 report would indicate a cut of 281,000,000 feet, this increase being brought about by the manufacturer [illegible]

Yet the actual cut for 1913 was 236,000,000 feet, which leaves 15,000,000 less stock than for last year. We believe prices as obtained during the latter half of 1913 to be the market value at this time, and there is no question but that such values will be maintained.

We quote as follows from a recent report of the Wisconsin association, whose members compete in many of our markets: "The final conclusion of the committee is that there is unquestionably going to be a market for all hemlock in sight at present prices and very likely a little advance."

We are of the opinion its value is equal to that of last year, if not greater. Reports from forty-five members show bark peeled in 1913 to be 41,638 cords, while the estimated peel for 1914 does not exceed [illegible]

[illegible]

Chief Fire Warden's Report

[illegible] We [illegible] as to [illegible] are located the men furnish this office with a detailed report as to [illegible] previous years of the activities of this department. I desire to thank the lumbermen for the interest they are taking in clearing around timber [illegible] as it is helpful to us in laying our plans for saving owners from loss in dry and dangerous periods.

[illegible] given to publicity in our campaign against forest fires, realizing as we do that if we are to prevent disastrous fires we must educate the residents of the fire zone in the careful use of fire.

Several new features of an educational nature have been prepared and are now being used by the warden force. Worthy of mention is a large poster to be placed in schoolhouses, stores, post offices, etc. The department will distribute 3,000 boxes of safety matches to smokers, campers, fishermen and others. On the cover is printed in black face type a warning to the recipient to be careful in the use of matches. An appeal to the press in the fire zone brought forth many articles and editorials warning against carelessness and advising of the tremendous community loss when neglected fires are permitted. New posters were designed and are now being posted. One thousand eight hundred letters to residents soliciting their co-operation were mailed April 25. Other features of publicity will be used during the season.

I am pleased to report that through our efforts in this direction a great interest has been awakened. Letters and telephone and telegraph messages are being received from settlers asking for advice and help in slash burning, leading us to believe that our educational campaign is bearing fruit.

For your information I herewith submit the names and headquarter addresses of your wardens:

| | Warden | Post Office and Telephone Address |
|---|---|---|
| [illegible] | Frank Lloyd | [illegible] |
| [illegible] | E. C. Mahoney | Onaway |
| [illegible] | P. J. McKinn | Wolverine |
| [illegible] | [illegible] | [illegible] |
| [illegible] | John Hall | Vanderbilt |
| [illegible] | Willis C. Shepard | Gaylord |
| Johannesburg | Percy D. Stewart | Johannesburg |
| [illegible] | G. D. Tinderhill | Culver |
| [illegible] | P. D. Hoff | [illegible] |
| Mancelona | Robert Engerson | Mancelona |
| [illegible] | John J. Munger | Evart Street, Cadillac |

Due to the [illegible] taken in the [illegible] are [illegible] feel safe in saying that the day of the million-dollar forest fire is past. We will, no doubt, have many fires to contend with but under our system of patrol and co-operation the neglected fire, the progenitor of the big fire can no longer exist.

In closing I desire to thank the members of your association for co-operation so kindly extended and trusting we may, by close attention to the work before us, save from loss the many properties under our care this report is respectfully submitted.

[illegible] Mr. Ballou [illegible] the weather [illegible] the North. Mr. Ballou [illegible] "We have a good deal of falling weather, as they would say in Alabama."

Mr. Ballou reported that in his vicinity they had a great deal of rain and that the grounds were in good shape to resist fires.

Having some valuable information to offer regarding the Forest Products Exposition, the chair called on Secretary Knox, who responded as follows:

"At our October meeting, by vote of this association, it was agreed that we take $2,000 worth of stock in the Forest Products Exposition Company and at the same meeting an appropriation of $2,500 was made to care for space rental at the exposition to be held at the Chicago Coliseum April 30 to May 9, inclusive and at the New York Grand Central Palace, May 21 to 30 inclusive, and Bruce Odell was named to represent this association on said committee.

Mr. Odell, leaving Michigan early in March, left us with no representation and therefore the secretary was called upon to look after its interest, but before Mr. Odell left, he had arranged for a joint exhibit with the Northern Hemlock & Hardwood Manufacturers' Association, in the shape of a bungalow made from Michigan and Wisconsin woods, much of it being furnished by various members of this association, and we believe a

very creditable display of the use of Michigan and Wisconsin woods will be shown in said bungalow.

When you realize that this bungalow was built from the ground up and finished within practically three and one-half days, I think you will realize to some extent what genuine hustling on the part of all interested in same could accomplish and we trust that after an examination of the work done, that it will meet with your approval. It certainly is a demonstration of what can be done so far as practical use of our woods and it is the only complete building throughout the entire exposition, that has been built from the ground up.

Please inspect the bungalow carefully and let us have your opinion in the matter.

The number of assessable members who are not shipping lumber at the present time, but who do not think of quitting the business entirely, was discussed. A motion that the basis for an assessment be referred to the executive committee to be taken from the various angles, and report at the next meeting, was made and carried:

The question of providing funds for the Fire Protective Association was next taken up by the chair. He stated the number of acres patroled this year was 284,000 as against 280,000 in 1913, and that it would be necessary to make arrangements for the work now. He stated that all the wardens are rendering better service. He was of the opinion that the assessment should be three and one-half cents, payable in two payments, one to be two cents immediately and the other one and one-half cents to be paid at the call of the secretary. He further stated that the association had a number of assets, which, though not available at present, would be later on, so that it would not be necessary to levy the full three and one-half cents at the one time.

A motion made to the effect that the assessment as mentioned by the president be accepted was carried.

A very interesting discussion on the employers' liability act of Michigan ensued. Several important incidents were brought up, showing that while the law has been favorable to the owners, many of the owners have deemed it advisable to carry insurance on the jobbers' men.

Adjournment followed.

# Lumber Manufacturers' Annual

## TUESDAY MORNING SESSION

The National Lumber Manufacturers' Association convened in its twelfth annual meeting at Chicago on May 5 and 6. The first session was held in the annex of the Coliseum adjoining the Forest Products Exposition, but it was decided after the first morning's session to secure more congenial quarters, and as a result the second and succeeding sessions were held in the ballroom of the Blackstone hotel.

From the viewpoint of accomplishments and important suggestions this meeting will stand out as a pronounced success. The discussions and papers were of an absorbingly interesting character, and the result of the meeting is unquestionably going to be of tremendous help to the lumber trade throughout the country.

President R. H. Downman called upon C. R. Towson of New York, secretary of the International Committee of the Young Men's Christian Association, who delivered a most forceful and effective invocation.

The address of welcome on behalf of the city of Chicago was delivered by Lee Mathias, assistant corporation counsel of the city. He extended a most cordial appreciation of the convention on the part of the city, and succeeded in making the visiting delegates feel that they were really welcome.

Capt. J. B. White of Kansas City responded suitably to Mr. Mathias' address, talking in his usual humorous vein.

President Downman then delivered his annual address as follows:

### Address of President

There has never been any question in my mind of the wisdom of the lumber manufacturers of this country maintaining a national organization to take up those matters which affect the industry as a whole. A year's experience as executive of the national association has convinced me of not only the wisdom of this course but of its absolute necessity.

During my connection with the lumber business I have never known it to be faced with so many serious problems as confront it today. The past year has been a trying one upon us all, and conditions are developing which must be met and solved before we can be masters of our own business.

Not only is the lumber business affected by the change in political conditions but an evolution is going on which makes the manufacturing and marketing of lumber a much more complicated and difficult work than it has ever been. We have no other means of defending ourselves than by standing together in an affiliated body, and I misjudge the wisdom and the bravery of the men engaged in the lumber business if they should prove unwilling to do so.

Questions affecting transportation, the inroads of substitutes, misrepresention of our products, misinterpretation and misrepresentation of our methods, and questions involving our honesty of purpose must be met. There is no way by which this can be done so efficiently as through the National organization representing common interests and common cause.

The public looks upon ours as one of the great businesses of the nation, as indeed it is. We have a perfectly legal and moral right to stand up for it, and to seek through legitimate methods to solve those problems now pressing us for the benefit not only of ourselves, but of the thousands of people dependent upon our activities for a livelihood.

More or less of the details of the work of the association for the year will be covered in the reports of the secretary and chairmen of the several committees. It has all been worth while, and I am entirely satisfied that had it not been for much of this work conditions now causing us anxiety would have been even worse. When I review the results that have been accomplished for a limited amount of money, considering the great interests at stake, I am certain that much more could have been done had the financial support of the association been doubled, as was proposed at the annual meeting a year ago.

As the tendency is more and more toward governmental supervision and regulation of matters concerning transportation, finance, control of natural resources, and many other phases of our business of converting the forests into lumber for the benefit and use of mankind, it will be increasingly necessary for us to act concertedly. We can accomplish nothing alone.

I wish that I might impress every lumber manufacturer of this country with the necessity of maintaining a strong, vigorous federation properly organized and sufficiently financed, to defend our great industry from the many unjust attacks being made upon it in a manner commensurate with its size and importance.

I consider the Forest Products Exposition, successful as it certainly is, as only a small illustration of what can be done toward promoting our products, their variety, usefulness, availability, and relative merits. The time has gone by when lumber will sell itself. Years ago we had but to saw up logs and put the lumber in our yards, and buyers came and selected such as they could use for their particular needs. Now we must go to the buyer, study his requirements, improve our methods of manufacture and merchandising, and assist as far as possible those who are engaged in the distribution of our products. This is one of the changes that are going on in our business.

You will appreciate the appropriateness upon this occasion, and at this place, of devoting some consideration to the very important and much overlooked subject of the merchandising of lumber.

I desire to thank the officials of the several affiliated associations for the valuable assistance they have rendered to the National association during the year, particularly in behalf of the Forest Products Exposition, which is our principal achievement at this time.

It seems to me that one of the matters which the National organization should take up actively in the near future is the suggestion made at the last annual meeting that an inter-insurance department be inaugurated to be conducted by and solely in behalf of the affiliated membership. I am sure that this suggestion can be worked out along lines that will be practical, satisfactory and mutually profitable in the end, if that can be done the National association will need no further defense for its existence.

Treasurer J. A. Freeman of Pasadena, Cal., read his annual report, which showed the total receipts during the year as $24,059.99; disbursements, $20,916.71, there being now in the treasury $3,143.28.

The financial report of the secretary was referred to the auditing committee.

Secretary Rhodes told of the work done in compiling monthly

G. W. HOWARD, NEW ORLEANS, LA. PRESIDENT

W. B. MORGAN, CINCINNATI, O. VICE PRESIDENT

A. F. GERRITY, WILKES-BARRE, PA. VICE PRESIDENT

## Secretary's Report

convention. Suffice it to say now that the National association has justified its existence during a year when association work of all kinds has been unusually difficult.

It is at times like the present when the question is sometimes asked if the National association is worth to the industry what it costs. The expenses of the organization for the year ending March 31 were about $20,000. It would be impossible to reckon in dollars and cents the value of the work done by the association. It would seem that the lumber business,—America's second manufacturing industry,—should be willing to maintain an organization dealing with questions which affect the entire business. The lumber industry has before it some very serious problems which cannot be handled satisfactorily without complete co-operation on the part of all interests concerned. The business is being put more and more upon the defensive. The competition between the different lumber producing sections of the country is constantly increasing, and many questions which were formerly local in character, now interest manufacturers of many species of wood.

Much of the attention of the National association the past year has been devoted to transportation matters, especially to questions before the Interstate Commerce Commission. The jurisdiction of the commission over transportation in all its phases is being constantly increased, and shippers of all kinds are finding that they can make more satisfactory showings of their contentions when they act concertedly on all matters of common interest coming before this government tribunal.

The more important subjects dealing with transportation, in which we have interested ourselves, will be referred to in the report of the railroad committee, submitted by Chairman Pierce.

The work done under the direction of the railroad committee has been valuable. The subjects considered include the five percent rate advance, in connection with which voluminous statements were filed with the Interstate Commerce Commission, showing the comparison of lumber rates with rates on other commodities; the proposed charge for spotting cars, the proposed supervision of track scales and track scale weights, the steel car agitation, upon all of which briefs were filed, and the proposed reclassification of rates on dressed lumber.

Perhaps the most important activity of the association has been in connection with the fibre box case, which has just been decided by the Interstate Commerce Commission. In this we have co-operated with the National Association of Box Manufacturers. It is needless to emphasize the necessity of doing everything possible to preserve the markets for low-grade lumber, which is a constantly increasing proportion of the lumber output. Indeed the utilization of the raw material depends upon our ability to market this grade of product. The story of the fibre box case is a long one, it having been conceived several years ago. During the past year only has it been prosecuted, however, before the Interstate Commerce Commission. The work of the committee will be covered briefly in the address of W. B. Morgan, chairman of the classification committee.

The commission decided that while it cannot go into the relative merits of the two classes of freight containers, nor specify those particular commodities which should and should not be carried in paper boxes, it states that the conditions of the classifications relative to packing, sealing, and testing the latter should be rigidly enforced and shippers held responsible for violation. It was proven in the evidence submitted that the practical application of these restrictions is impossible. The commission also states it is convinced of the necessity for the elimination of some commodities now permitted to be shipped in fibre boxes. It suggests that this should be worked out by the shippers and the carriers themselves, as well as the standardization of the wooden box. The latter has already been taken up by several large organizations of shippers, and will come prominently before the manufacturers of lumber and boxes during the year.

One of the most effective results of the fibre box case has been the education of the railroad presidents and managers to the serious losses being sustained by the carriers from the increasing use of the substitute and inferior package. This was accomplished by submitting to them many photographs taken of damaged paper packages in many of the principal freight warehouses of the country which were submitted as evidence in the case. As a result there is now before the classification committees of the railroads the question of the readjustment of rates on freight shipped in fibre and corrugated paper.

The association has closely followed the attacks made upon wood as a building material. Ordinances were passed in several cities and towns during the year prohibiting the use of shingles, and ordinances are now being considered at various places to exclude wood for all exterior use, including siding and casing, as well as roof covering. There is a sincere desire on the part of many persons to do everything possible to reduce the immense fire loss of the country, but it develops that certain manufacturers of so-called fire-proof building materials have espoused this cause for the purpose of advancing their own products, and in some instances serious and unjust attacks have been made upon lumber. Just what the fire-prevention propaganda covers will be explained to us tomorrow by Frank D. Chase, president of the Chicago Chapter of the National Fire Protection Association, the annual convention of which is now being held in this city.

Because of the several technical questions arising in connection with fire-proofing, preservation, and proper treatment of wood, the Board of Governors employed Dr. Hermann Von Schrenk as consulting engineer of this association. Dr. Von Schrenk is well and favorably known to the lumbermen. In his address tomorrow he will explain to you the nature of his work.

We have officially identified ourselves with the forestry movement upon every reasonable occasion during the year. Each year sees a fuller conception on the part of those persons who were formerly inclined to feel that the lumbermen were needlessly wasting much valuable forest material of the practical difficulties which make it impossible for timber owners to adopt scientific forestry methods under present economic conditions. The exact relation of forestry to the lumber business was set forth in the splendid reports presented to the forestry section of the National Conservation Congress held in November. The work of the conservation committee of the National association will be explained by J. E. White, whose sincere interest in forestry and conservation is well known to the country over.

The National Lumber Manufacturers' Credit Corporation has made satisfactory progress during the year, the details of which will be reported by Superintendent Biederman. The circulation of the "Blue Book" is increasing, and it is paying its own way.

During the year a canvass was made to ascertain the views of the members relative to the discontinuance of the monthly statistics of cut and shipments. The sentiment was practically unanimous in favor of continuing them, and the method of compiling the figures gathered by

W. C. LANDON, WAUSAU, WIS., VICE PRESIDENT

J. E. RHODES, CHICAGO, ILL., SECRETARY

DR. HERMANN VON SCHRENCK, ST. LOUIS, MO., CONSULTING ENGINEER

the affiliated associations have proven satisfactory and much less expensive than the former method of securing the returns direct from each mill.

The secretary has traveled extensively during the year, attending meetings of the affiliated associations where possible, as well as gatherings and conventions of related interests.

Much interest has been expressed by the manufacturers in the establishment of an insurance department, as proposed by the association at the last annual meeting. The committee appointed to take up this matter has considered various plans, but, in view of the unfavorable financial conditions existing, as well as the amount of effort necessary to promote the Forest Products Exposition, no definite recommendation has been made for inaugurating this departure. If such work is undertaken, the advisability of the National association promoting it is evident.

The Forest Products Exposition is an accomplished fact. It is unquestionably one of the most complete, instructive and attractive industrial expositions ever held in this country, and is a credit to the lumber industry. It shows what can be done by the lumber manufacturers working through one national organization. Whether it shall be held another year will depend upon the practical results following both expositions.

I cannot close without thanking the secretaries of the affiliated associations for the splendid spirit with which they have co-operated with the National association during the year. Without their hearty interest and untiring efforts the Forest Products Exposition would not be the success that it is.

There are many matters of great importance which the National association should take up for the benefit of the whole industry. With the proper financial support from the manufacturers, and the willing and effective co-operation of the secretaries of the affiliated associations, the National association will be able to produce still further satisfactory results.

G. C. Longman of Chicago read a paper that was entirely unique in lumber trade conventions, having for its theme "The Man of It." Mr. Longman succeeded in impressing upon his audience his belief in the evolution that has taken place in the industrial and business life in recent years, indicating a much closer relation between employer and employe. He instanced various examples tending to prove the modern spirit of mutuality which prevails in industrial life as illustrated by various rules and regulations for the benefit of employes, which have been adopted in recent years by large employers. The real meaning behind the talk was that regardless of a man's position in life, his real success is measured by his manliness, and that the realization of the human side of the various factors in commercial and business life is raising the moral plane in business circles.

The thought of this inspiring address is aptly shown in the following poem which Mr. Longman quoted:

In the workshop of the world I stood,
And watched the craftsmen toil.
Some were working in metal and wood,
And some in the common soil.

And something was in the product
Of every one who wrought.
Something apart from wood and stone
Of more than human thought.

And one fashioned in metals,
In gold and silver rare,
The form of a beast or serpent,
Or the face of a maiden fair.

Another gleaned from the forest,
From the sturdy oak or pine
A carving fit for a palace,
A work no less divine.

While still from the depth another
Quarried the marble white,
And chiselled himself a statue
Of beauty, strength and light.

And though the work were humble,
So long as the aim was high,
The stamp of worth was on it
The work to justify.

And each one wrought his spirit
Into the thing he did,
As guided by a master,
As though by Heaven bid.

And lo, as I looked and wondered,
So strange the vision ran,
The things they did all vanished,
And nothing was left but man.

And a voice from forest and mountain
Echoed the valleys through:
"Be brave and just and honest
Be a man whatever you do."

And then when men and nations
Are figured at their worth,
You'll not be counted a zero,
But will add to the wealth of earth.

Mr. Towson was again called upon after Mr. Longman had concluded, the subject of his address being "For the Sake of the Lumber Jack." It might be inferred from this title that Mr. Towson was going to tell of his work among the lumber jacks, but in a forceful extemporaneous address he branched off into other topics, speaking mainly upon the predominance of the spiritual attitude in business life as controlling the physical and mental attitudes. Mr. Towson paid the lumbermen a glowing tribute, praising the spirit with which they work and in which they treat with their fellowmen and employes.

Mr. Towson in speaking of the problems facing the modern

EDWARD V. HAMAR, CHASSELL, MICH.
DIRECTOR

R. M. CARRIER, SARDIS, MISS.
DIRECTOR

[illegible] said that they are being worked out by the [illegible] which is being evidenced in all circles. He maintained that one of the biggest problems to be solved is the social problem, and that in the lumber business it must be solved by the co-operation of lumbermen among themselves and with their employes. Mr. Towson further maintained that the spiritual side of man has a real economic value in industrial work, as it is this spiritual side which, developed or left undeveloped, tends to efficiency or lack of efficiency. It is the realization of the need for such development which is increasing the efficiency of the modern workers.

Speaking briefly of the Young Men's Christian Association work in the lumber trade, the speaker stated that he has found the doors of the lumber industry open to the Young Men's Christian Association efforts, and that the experience has been that work performed by that organization has in every instance resulted in increasing the efficiency of the groups of men to whom it has been applied.

It had been expected that Chief Forester Henry S. Graves would address the meeting in the opening session, but a wire was received from him stating he would be unable to attend on account of pressing matters at Washington, and Howard F. Weiss, director of the Forest Products Laboratory, Madison, Wis., who had prepared a paper to be delivered at the Wednesday session, was called upon to take his place. Mr. Weiss' paper was one of the series on "Merchandising of Lumber," being entitled "Merchandizing of Lumber from the Scientist's Point of View." This paper is shown in full elsewhere in this issue of HARDWOOD RECORD.

Following the appointment of committees, the morning session adjourned.

## TUESDAY AFTERNOON SESSION

The afternoon session of Tuesday was opened by a report of the credentials committee, delivered by George K. Smith. Mr. Smith reported that seventy-three out of the one hundred fifty delegates were present.

Capt. J. B. White of Kansas City, chairman of the conservation committee, reported and spoke of the evolution in the lumber business, which has grown from a business of small mills sawing for local consumption to the present status. He mentioned that the prevalent idea that conservation is a cure for all lumber ills is a fallacy but that the policy of the government at Washington to urge individual conservation and make collective conservation impossible through prohibiting and regulation of cut, is also a grave mistake. Capt. White stated that he would favor a law specifically prohibiting wood waste, which law he felt would result in influencing collective conservation.

Speaking of tree planting, Mr. White said that it is not good business to plant trees when virgin forests exist, and that no conservation is possible while it remains impossible to produce new merchantable trees at a profit over cost of planting and care.

As instances wherein conservation in material used is possible, the speaker referred to the manufacture of flooring in certain lengths. He stated that his company manufactures flooring of all lengths from one foot up, thus utilizing a great deal of material which would otherwise be an utter waste. He maintained that waste in manufacture is much more extravagant in the South and West than in the New England states. Mr. White maintained that there should be some agreement as to the classification of widths, lengths and grades in order to insure a minimum of waste in manufacture through the fullest possible use of the log. In closing his report he stated that in place of a mere address by the chairman of the conservation committee at the next session, he favored a free discussion of the conservation problem and a talk by some authority on the subject.

Chairman F. R. Pierce of the railroad committee then delivered the following exhaustive report:

### Report of the Railroad Committee

Your railroad committee has to report the consideration of a number of matters that have come before it during the past year, and which seemed to be such as could be properly handled by it, they being the matters about the questions being of general interest to the lumber manufacturing fraternity.

Presently the most important proposition upon this committee has been the application of the railroads for permission to put in a general advance in rates; this advance to be approximately 5 per cent of the existing tariff. While the territory affected by the applications already considered by the commission, is limited to the Central Freight Association and Trunk Line territory, still it is well understood that if the advance is granted, the application of lines in other territories will be promptly pushed. With regard to this matter, a vigorous and exhaustive correspondence has been maintained [illegible] with the members of the committee (meetings of which are impractical on account of the widely scattered residences of the members), but also with prominent manufacturers individually, and with the various associations, through their secretaries. The committee has earnestly endeavored to discover exactly the attitude of our people on this important question. In his goings to and fro among the various member associations, Mr. Rhodes has constantly endeavored to get the views of all with whom he has come in contact, and the best that can be said is that our people are not of one mind on this subject. There is no question but that we all feel that the railroads should have an increased net revenue, but our minds are divided as to how this end is to be accomplished. A certain class of manufacturers, looking only at the probable effect of increased freight rates on the lumber business, is anxious that the roads should be granted the increased rates, and is inclined to close its eyes to the equities in the matter, provided the railroads are put in position to buy more lumber. These manufacturers were satisfied to have lumber included among those items which should bear the advanced rate, feeling, no doubt, that they were not in position to recommend sauce for the other man's goose, without accepting it for their gander. On the other hand, a very

CAPTAIN J. B. WHITE, KANSAS CITY, MO., DIRECTOR

W. B. MORGAN, PINE BLUFF, ARK., CHAIRMAN CLASSIFICATION COMMITTEE

HENRY SOLON GRAVES, WASHINGTON, D. C., CHIEF FORESTER OF THE U. S.

large percentage of manufacturers have felt that the forest products were paying their full share, and in many instances more than their full share of the transportation burden. And still another class felt that, despite the constant friendliness on its part, it had been the recipient of such extremely shabby treatment by the railroads, that it could not do otherwise than to oppose most vigorously any attempt to advance the lumber rates in which it was interested. In view of this variety of opinions among our people, it was impossible for the committee to put the association positively on record in connection with the rate advance question.

Accepting the commission's invitation to hear shippers of specific commodities concerning the matter of this advance, and the commission having designated February 20, 1914, as the date on which to hear lumber shippers, the committee appeared before the commission, through its representatives, Secretary Rhodes, Attorney Gallagher and Mr. McKay. There was also present a delegation from the North Carolina Pine Association, and various representatives of individual shippers of forest products not affiliated with this association. We presented statements of freight rates, showing comparison of the rates on lumber with rates on other commodities of somewhat similar value, and presenting somewhat similar problems of transportation. These statements are voluminous, and we feel demonstrated, beyond a question, to the commission that the existing rates on lumber, all things being considered, are higher than on any other commodity. There was much of detail and analysis to be gone into in reaching this conclusion, and our witnesses before the commission stood the test of examination well and we feel fully convinced everyone who heard them of the accuracy of our contention that so far as lumber was concerned it could not be accused of being a favored commodity by the transportation companies.

I will not take up your time with statistics supporting this proposition. It suffices to say that any manufacturer of lumber can look a railroad squarely in the face, with the full conviction that he is doing his full share towards its support.

It is only proper to state that the committee, in its representations to the commission, specifically exempted the West Coast Lumber Manufacturers' Association and the Pacific Coast Sugar & White Pine Manufacturers' Association from the representations made. This was for the reason that those associations felt that they were not directly interested in the readjustment of rates in the territory under consideration, and requested that it be made clear to the commission that any representation made by our committee was not in their interest, or in representation of them.

In conclusion, your committee submitted to the commission that this association would not oppose a general advance on all rates to the territory under consideration if, after full investigation, the commission, in its wisdom, should feel that this was the proper way in which to secure to the carriers increased net revenue. Your committee further submitted, however, that this association would vigorously oppose any attempt to advance the rates on lumber, unless, at the same time, there was an equal general advance on all classes and commodities.

It is of course outside the functions of this committee to prophesy, but it would seem, from the best information we can obtain, that the commission will authorize some of the advances asked for, and that it will refuse to authorize others. It seems quite evident that there will be no general horizontal advance. It would seem reasonable to suppose that, where advances will be made, these advances will generally affect the rates on those articles against which there has been no protest made. It developed that many of the proposed advances were not protested against. If the commission follows this policy, we feel that the committee, in filing vigorous general protest against the advancing of lumber rates unless all rates were advanced, has done all that could be done to protect the industry from further advance in rates, except as part of a general scheme for increasing railroad earnings, in which all the freight of the country was equally interested.

Your committee appeared before the commission on the question of the charge for spotting cars, and has filed a brief committing the entire membership strongly to the opposition of this proposition. It was supposed, for a while, that the commission had dropped this idea; but it developed, within the past few days, that it has not done so, and that further hearings affecting the matter will be held late in the coming summer. As the committee views it, there is much to be said against this proposed charge, and, from a lumberman's viewpoint, absolutely nothing in favor of it.

Another important matter of general interest is a proposition now embodied in a bill before Congress to have the Interstate Commerce Commission take over the installation and inspection of track scales. This matter has not advanced to a point where the committee can take any positive action in regard to it; but it is mentioned here for the purpose of bringing the attention of individuals to it, in order that the committee may have the advantage of suggestions and advice from any member who feels inclined to thus favor it.

There is an interesting matter before the commission, to which the committee has given some attention, it being the case of the Eastern Spoke & Wheel Manufacturers' Association, in protest against the advance in rates on certain specific articles manufactured from the products of the forest. Some of the roads have apparently attempted to take advantage of the Interstate Commerce Commission's suggestion that a readjustment of classification of forest products might properly be made; and of course all such readjustments are with a view of increasing revenue. The attempt is being made to raise the classification on spokes, hubs, rims and kindred articles, increasing the differential against these items over the lumber rates.

As the committee sees it, the only logical deduction from the premises laid down by the classification people in this contention would lead to a difference in rate between No. 1 common boards if SIS, and No. 1 common boards if rough or if S2S. From the lumber manufacturers' standpoint, this seems to be a complete reductio ad absurdum. Nevertheless, it is a matter that should be carefully watched by your committee, otherwise it may be the source of great annoyance, trouble and expense. It is but a few years ago that some of the roads in Central Freight Association territory did actually attempt to inspect lumber shipments of yellow pine from the Southwest, and collect a differential over the lumber rates on such articles as flooring, ceiling, partition, etc. The fibre box case is now before the commission, everything having been submitted by the contenders to support their views. What further steps could or should be taken in connection with this matter can only be suggested by the opinion of the commission when rendered. This decision is expected at an early date. We desire to submit the following general observations touching the relations of lumber manufacturers to railroads:

The problems of transportation are among the most vexing and, at the same time, from a financial standpoint, the most important with which a lumber manufacturer comes in contact. In considering a tract of timber as a manufacturing proposition, one of the first questions the prospective investor asks is this: "What is the outlet?" And when this

to keep track of conformity to regulation. According to the railroads' regulations they are empowered to reject shipments of wooden boxes found inadequate, but in fiber boxes they are only given the privilege of charging an additional twenty per cent in

should be taken up with the idea of putting the two packages on an equal basis. He asked for the moral and financial support of the lumbermen, stating that fiber box people are doing a big work, that they have raised a very considerable quantity of money among a very few concerns.

A. T. Gerrans, chairman of the advertising committee, then reported as follows:

### Report of Advertising Committee

Members of the manufacturing lumber trade who have followed the earnest endeavors of the progressive element of our brotherhood to, in some way, rehabilitate and reinstate in the minds of the American public the real, honest facts about our product, have in our opinion come right now to the point where they must either chop wood or throw down the ax. When the "would be" campaign of national education on publicity methods was first started in this city in May, 1911, it did not take long to develop the astonishing fact that the lumbermen themselves had first to be educated, not only as to the desirability of following the advanced methods of the age for marketing all kinds of saleable services and goods, but that timber and its products were fit subjects for such an educational campaign, and that there were in this whole country thousands and hundreds of thousands who really desired to know something honest and true about the growth and use of the trees that they had seen glimpses of since their infancy. We doubt if there is any trade in the world that contains a greater percentage of high grade brains or develops more horse power of energy than the manufacturing lumber trade of the United States. The very nature and location of the millman's business makes him aggressive, as he in turn has to instill into the labor that he works the courage and grit that it takes to get out logs in the woods and swamps in all kinds of weather. Hot or cold, rain or shine, the logs must come, as, of all the crimes on the sawmill calendar, to shut down is the greatest. Yet we see a meek and lowly bunch, afraid to call their souls their own, afraid of the United States Government, of the state government, of the Fire Prevention Bureau, of the seller of substitutes, of the railroads, yes, of their own shadows, on their own logging railroad, in the swamp, on their lumber yard and sawmill; aggressive, wide awake, dyed-in-the-wool in every way to produce the world better lumber—but stolcally admitting trade is bad, admitting that 25 per cent of the box lumber is now irrevocably gone to fiber and paper; that steel and cement are eating into their hearts and pockets; that metal roofs, metal furniture—house, office and school—metal fence posts; metal building—trim and doors—metal lath; metal wagon wheels; metal automobile and buggy bodies, etc., are being made, advertised, and sold to the millions, while we lumbermen sit by and see the other man pluck the fruit, peel it and graciously permit us to pick up the rind. Have we been dishonest as the United States Government says? Have we no faith in our timber? Are we ashamed to tell inquiring people (and we are bound to admit that the public are eager listeners) how good our product is and what it is good for? Where is all our aggressiveness gone? Shall we permit the public to accept without questions the innumerable misleading statements made about us and our business, some of them absolute falsehoods, and permit this public who are watching for our answer to draw the natural inference that we are guilty of the crimes laid to our door and logically so since we do not defend ourselves?

We are compelled to admit as business men the power of money to obtain results. We know beyond all doubt that millions of dollars are spent in advertising, and in reading as we do, all kinds of advertising, we quietly realize that today practically all such advertising is along educational lines—the growth of the raw material, the story of the manufacture, the good qualities, durability and comfort are described in plain straightforward and artistic language, and this method is pursued

by every business man in the United States. We leave it to you. Has the advertising, as you have seen it, been successful? Can not the lumberman tell the wonderful story of the forests and the beauties of our timber and the usefulness of its products as intelligently and as interestingly to the public as the telephone company can educate the same public to the use of their implements; as the National Biscuit Company can tell the story of cakes and crackers?

We have, as you all know, proven by the different individual campaigns of the various associations that people can and do become interested, but these campaigns, wonderfully successful as they have been in their more or less narrow scope, do not now and will never touch the great subject of wood and to a certain degree are more or less antagonistic to each other, but "Wood vs. Substitutes for Wood" is a tale that must be told—a battle that must be fought by a united army of lumbermen of the United States and it can be done in no other way. We must all pull together, big and little, strong and weak, must all do what we can to furnish the brains, energy and what is equally necessary, the sinews of war, the cash—not the promise of help, financial or otherwise, but the fulfillment of the promise, and not some time in the future, but now.

When we visit this magnificent exhibition in the Coliseum is there a lumberman in the audience who is not proud of it? Gentlemen, it took brains, energy and money to plan and carry to a successful issue our Forest Products Exposition. Will the lumbermen stop here, or are there any more brains, energy and money left to continue the good work? We heard only yesterday of the sale of a large amount of railroad material at a price nearly 50 per cent less than the same class of lumber was sold for a year ago.

We presume there is no danger of prosecution, or continued persecution, from the Bureau of Corporations if we simply refer to a lowering of prices and don't talk of raising them. We don't know the quantity sold, but for the sake of argument we will say that 1,000,000 feet was sold and that the average price was $10 less than obtained last year (and some items we heard were nearly $16 less). Then $10,000 has been irrevocably lost in one deal. This $10,000 would have paid 1 cent per thousand feet on each day's cut of the average mill for thirty years, and the 1 cent per thousand feet is all we ask to begin a campaign of forceful and intelligent advertising, coupled with an efficient follow-up department. We are more or less being taxed out of existence, some states having as high as three separate taxes on the same tree and its contents, and our assessors are much more interested in the cutting down of the trees and the collection of the revenue and the immigration of settlers and farmers to the cut-over lands than they are in the conservation or reforestation movements. One is a live political issue, the others a dream of the future.

### Wiping Out Good Prospects

Our great timber holders, buyers for a future market, will probably find taxation on the one hand and substitution on the other wiping out the former prospect for a good investment, together with the fact that nothing is being done intelligently and in accordance with accepted, up-to-date methods, either to hold the old trade or broaden the market and explore new fields. We ask, will not these large timber holders be forced to build mills and begin to realize at once what they can and further swell the enormous overproduction and thereby further lower the average price per thousand feet? Remember that notwithstanding one branch of the United States government upbraids us for raising prices from 80 to 200 per cent, another branch, presumably as reliable, shows a drop in the last seven years of $1.20 per thousand feet, an average on all kinds of lumber of about 7¼ per cent—this, notwithstanding the well known fact that the value of standing timber has materially advanced during the same period.

In 1910 the United States Government says the value of all lumber and timber products was $1,136,129,000. The members of the National Lumber Manufacturers' Association produced about 25 per cent, or $289,032,250 worth. We are asking the members of this association to contribute in cash the sum of 1 cent for each thousand feet they produce, which we figure will amount to $12,000, for twelve months. This sum is sufficient to start a campaign under the banner "Wood vs. All Substitutes." It has taken practically three years to prove these facts to our own fellow workers, but we believe that no one today doubts the vital necessity of such a campaign of education and we therefore again recommend to this association that it now act before it is too late.

A negro once was sentenced to be hanged for murder. During his term in jail no statement could be gotten from him, nor would he talk even on the morning of the day set for his execution. The priest endeavored to gain his confidence on the way to the scaffold with no better result, but just as everything was ready for the bolt to be pulled that would shoot him into eternity he said slowly and emphatically: "Gentlemen, I'se be'n a bad, bad nigger, but I'se gwine to turn over a new leaf right now."

W. F. Biederman, superintendent of the Blue Book published by the National Lumber Manufacturers' Credit Corporation, reported that the financial condition of the book is in excellent shape.

Then followed short talks by delegates of the various affiliated associations.

F. E. Waymer of the Georgia-Florida Sawmill Association was the first speaker. Mr. Waymer said that the affairs of his association are going along nicely and that the members meet every month and have a free and general discussion of conditions.

J. C. Knox, secretary of the Michigan Hardwood Manufacturers' Association, reported for that body. He said his association has seventy members, manufacturers of hardwood and hemlock, who cut last year 750,000,000 feet of lumber, of which 450,000,000 feet was hardwood. The association meets quarterly and a close interest is always maintained in its affairs.

R. S. Kellogg in speaking for the Northern Hemlock and Hardwood Manufacturers' Association, said that he was surprised at the expression of difficulties which he had heard regarding maintenance of association work during recent times of uncertain business. He stated that his association is accomplishing more and is actually spending more money than ever in its history.

Mr. Kellogg outlined the work of co-operating with the retailers of Wisconsin for the purpose of helping maintain the lumber market. This work has been undertaken as a result of the activities of substitutes advocated in that territory, and is becoming a more and more important phase of the lumber business in all sections of the country. Mr. Kellogg said that of the 31,000 silos constructed in the middle western states during the past year, 8,000 were in the state of Wisconsin alone. He then went on to describe the advertising work done by the association, telling of the success with which it had met.

H. S. Childs, secretary of the Northern Pine Manufacturers' Association, said that the 1913 cut of the association members was 1,185,000,000 feet; shipments 1,400,000,000 feet, and that prices had fluctuated somewhat during that period. Mr. Childs said that there is a smaller membership than previously, but that this does not necessarily mean a decreased influence, as the total cut holds up very well.

George E. Watson, secretary of the Southern Cypress Manufacturers' Association, reported that the affairs of his association have been going on in an even tone, that the policy has been to simply maintain their own during the present unfavorable conditions. He said that both cypress and the cypress association have held their own during the past year, and that there is an anticipation of considerable branching out when conditions are more favorable.

Thorpe Babcock, secretary of the West Coast Lumber Manufacturers' Association, reported that the advertising campaign instituted by that organization was the big work of the year. He stated that association work is difficult under present stringent conditions.

George K. Smith, secretary of the Yellow Pine Manufacturers' Association, stated that general conditions are not so encouraging as last year, and that there does not seem to be material promise of betterment during the next ninety days. He said that the members of his association are simply waiting to see what will develop from present conditions.

E. A. Selfridge, who was representing the Redwood Manufacturers' Association, (not now a member of the National association) was called upon. Mr. Selfridge expressed himself as believing that his association will eventually join the National Lumber Manufacturers' Association. He told of the conditions in the redwood industry of the West, and said that members of that association have already seen the necessity of a broadening of the interest in the lumber market, and the necessary going together to accomplish this increase.

W. B. Roper, secretary of the North Carolina Pine Association, Inc., said that with their lumber they used to experience considerable blueing, but that this difficulty has been eliminated in the lumber itself by kiln-drying, and is being eliminated in the individuals by proper doses of optimism. Mr. Roper expressed himself forcibly as in favor of a national advertising campaign in lumber.

J. M. Pritchard, secretary of the Gum Lumber Manufacturers' Association, was also called upon to talk. He described the work and purposes of that newest of the general associations.

### WEDNESDAY MORNING SESSION

session which opened Wednesday morning. This came under the general head "The Merchandizing of Lumber," and the different phases were assigned to experts in their respective lines. These embraced: Merchandizing lumber from the standpoint of the lumber sales manager; from the standpoint of a yard wholesaler and city retailer; from the standpoint of the country retailer; from the standpoint of the architect; from the standpoint of the engineer; from the standpoint of the building contractor; from the standpoint of the scientist; from the standpoint of the advertising agent; from the standpoint of the association, and from the standpoint of the fire prevention expert.

These subjects were taken care of respectively by M. B. Nelson, general sales manager, Long-Bell Lumber Company, Kansas City, Mo.; Julius Seidel, president, Julius Seidel Lumber Company, St. Louis, Mo.; John B. Barry, president, Hawkeye Lumber & Coal Company, Cedar Rapids, Ia.; Irving K. Pond, director of the American Institute of Architects, Chicago; Dr. Herman von Schrenck, consulting engineer of the National Lumber Manufacturers' Association, St. Louis; J. Norman Jensen, engineer of the building department of the city of Chicago; Howard F. Weiss, director of the United States Forest Products Laboratory, Madison, Wis.; J. J. Rockwell, Crosby Advertising Agency, Chicago.

With the exception of an extemporaneous talk with which Mr. Seidel prefaced his address, and the extemporaneous talks by Mr. Barr and Mr. Jensen, the addresses were in the form of papers.

Forester H. S. Graves followed with a short talk in which he emphasized the necessity for conservation in private timber. He maintained that conservation will not be solved alone in public forests, which because of their more or less limited extent will not be the paramount factor. He maintained further that the theory that nothing can be done along the lines of conservation until all trees are gone is false, and that it is not sound theory economically or industrially.

This was simply a short extemporaneous talk by Mr. Graves, who was scheduled to deliver an address before the Chamber of Commerce, and did not have time to deliver his written address, which came later in the afternoon.

Julius Seidel in prefacing his talk likened convention methods to primaries in that many are prone to criticize conditions, but are not willing to come before conventions and maintain their interests therein, and use their influence to correct the methods which they criticize. He spoke humorously but effectively as an introduction to his address on "The Merchandising of Lumber from the Standpoint of the Yard Wholesaler."

Mr. Seidel's talk was followed by a strong address by John W. Barry, who took particular exception to present methods of advertising lumber, stating that the one and only requirement is of the wood itself and as a whole to advertise against the substitutes rather than that the now competitive advertising of the various woods be maintained. In speaking of the retailer Mr. Barry said that he is the result of the natural division in business and of merchandizing methods. He is not here because the manufacturer created him intentionally, but because he could not do without him.

Mr. Barry asked what is going to be done about substitutes and analyzed present advertising results. He told of the power of the retailers for the working of good or ill to manufacturers, and touched upon the misdirection of energy in competition and competitive advertising. He urged the adoption of advertising to create confidence in wood.

The speaker then went on to describe some methods as adopted by the backers of various substitutes, such as steel posts. He instanced one dealer in steel posts who in order to market his goods makes appointments with certain dealers who are asked to invite to luncheon a certain number of possible customers. After luncheon these people are shown moving pictures illustrating the process of manufacturing the posts, the whole being supplemented by cleverly worded sales talk. In this one instance this man has not missed a single day since the first of the year in making such an appointment and the sales of each day run from one to five cars of steel posts. He stated that manufacturers of substitutes stand behind their goods and push sales personally rather than simply endeavoring to reach the public through the medium of various middlemen. He averred that inasmuch as the battle lines have already been drawn by the substitute manufacturers, the war will have to be fought out along the lines laid out by them.

Adjournment for luncheon followed Mr. Barry's talk.

### WEDNESDAY AFTERNOON SESSION

The afternoon session was opened by the address of Mr. Pond.

The various written addresses under the general head of "Merchandizing of Lumber" appear under that heading in another part of this issue and the issue of May 25. The address of Mr. Jensen was the only other which was not presented in written form, he simply telling what he knew regarding the requirements as seen from the viewpoint of the city building engineer.

According to Mr. Jensen his duties are to approve designs of all buildings submitted to the department, his work being confined as far as timber is concerned, to structural stuff. In starting his talk he said that he was going to speak frankly and tell the situation exactly as he viewed it. Following out this suggestion he spoke of discouragement he had encountered in the construction of grand stands made of wood, which in many cases had rotted out within one year after installation. Proper preservation it seems would have taken care of this condition.

The speaker then went on into a discussion of the semi-technical features of his work. All warehouse and light manufacturing buildings must have published on placards safe live loads specified by ordinance. This has to be determined beforehand and is based on the ordinance covering the point of stress for different timbers. In yellow pine the stress is 13,000 pounds per square inch of cross section.

In speaking of the size of timbers, Mr. Jensen said that this was a very important feature which is not given due consideration by manufacturers of structural timbers. He said that in cutting and dressing, these timbers are sometimes reduced to below the specified sizes, which causes a great deal of inconvenience on the part of architects and contractors in buildings where certain timbers have been specified, as the stresses are figured on the basis of the exact dimension. He suggested taking this up in the association.

As to the question of fire, Mr. Jensen said that mill constructed buildings which, specifically, are all buildings in which the smallest dimensions of beams is 72 square inches in cross section, and of posts is 100 square inches in cross section, stand up well under fire tests, especially when sprinkled. In speaking of reinforced concrete construction, Mr. Jensen said that it is necessary to provide, in designing this class of structure, one-half inch extra thickness for flooring slabs, and 1½ inches in posts and beams to take care of fire damage, this being a decided factor in favor of wooden construction.

Another favorable factor which he brought out is a comparison of the loads on concrete posts. For instance, the specified load per square inch in concrete posts is 400 pounds, while the load admitted by ordinance for yellow pine posts is 900 to 1,000 pounds per square inch. However, he said that for heavy loads and long spans, mill construction cannot compete with concrete posts. He said that the ordinary floor to carry a heavy load needs to be 20 inches deep from the top of the floor to the bottom of the beam in pine, while but 10-inch depth is required in concrete design. Thus in a nine or ten-story building the saving of about one floor would be accomplished in using concrete.

He urged the necessity for the adoption of standards for inspecting and classifying construction timbers, as there is a growing desire among contractors and architects to know more about the actual classes of timber received for structural work. Mr. Jensen maintained that there is no information of this sort of a really valuable character being available. He said that the proportion of stress maintained by longleaf pine timber as against shortleaf pine is as 13 to 10. He urged a method of grading which would take care of the variety of conditions presented, stating that because of the long standing familiarity with wood its use has come to be followed out along the rule of thumb methods. It is now, however, up to lumber merchants and timber merchants to standardize their woods in order to meet competition with the standardized materials.

He also urged that it is absolutely up to the lumberman to be in a position to prove the value of his contentions and superiority of wood in order to make any headway in the battle against substitutes.

Henry S. Graves, chief forester of the United States Forest Service, then delivered the following interesting address:

### Conservation and the Lumber Industry

The subject on an address today is "Conservation and the Lumber Industry." My remarks will deal with the practice or need of conservation on private timber lands. Our interest in the new national forests under administration and we are endeavoring to lend [illegible] to combine in the larger public interests and to raise their present [illegible] standard in the permanent upbuilding and maintenance of prosperous communities. I shall not today discuss the [illegible] public trust and rather shall deal with certain [illegible] of the private forests which constitute the bulk [illegible] timber and forest resources.

Many persons still have the idea that there is something incompatible between conservation and industrial development. The ungrounded charge that the government's policy of conservation on the national forests is [illegible] development is still heard. As to forestry on private timberlands most persons regard that merely [illegible] welcoming them. The difficulty has been that many of those who take this view are entirely uninformed or misinformed regarding the aims and methods of conservation, while others, in using the term "development," have in mind not so much the building up of real industries as land speculation and promoters' profits. I have purposely used the term "industry" in my title, because what I am going to talk about is the kind of development that means actual production of raw material, commerce and manufacture and the maintenance of permanent communities and homes.

The character and conditions of the lumber industry have a profound bearing on the question of conservation. One of the ultimate results of conservation must be to maintain the industry, by maintaining the supply of the raw material which the industry converts into finished products for the use of the public; nor can conservation be indifferent to the conditions which obtain in an industry of such importance. We seek to prevent destruction of the timber which we now have, to lessen waste and thereby extend the life of present supplies, and to grow new forests to replace present supplies as they are used. The practical achievement of these purposes depends in considerable measure on conditions in the industry. In the long run the perpetuation and prosperity of the industry will depend on whether these conservation purposes are achieved, and how.

The present situation in the lumber industry is largely the outcome of the policy of the public in the past in regard to forest resources. It was for a long time the policy of our nation to hand over the public timberlands to private individuals as rapidly as they chose to take the land, at a very low price. The underlying idea was that private ownership was necessary to secure development. The homestead law, designed to secure the development of agricultural lands by actual settlers and homebuilders, introduced the further idea that public land should be disposed of in small quantities, in the interest of diffused prosperity. At the beginning the plan worked excellently in so far as real agricultural land was in question. Up to a certain point the result was to place the bulk of the agricultural land in the hands of farmers, while the bulk of the non-agricultural timberlands remained in the hands of the public because it had no value and there was no incentive to acquire it. As population increased and timberland came to have a value either for immediate development or for speculation, it was rapidly taken up. Inasmuch as timber in most cases has to be handled in large units because of the outlay necessary to put it on the market, large tracts were accumulated by purchase from smaller owners. When the older centers of lumber production began to be exhausted and the prospective value of the new sources of supply came to be appreciated, there was a rush to acquire such timberlands as could still be secured cheaply. The establishment of the national forests put a stop to private acquisition of a relatively small fraction of the original stock of public timber, but a great deal of land had been taken up and there was a period of speculation in timberlands which did not culminate until a few years ago. In the South also there was a rush to acquire timberlands. In building up practicable units for operation many persons and concerns borrowed heavily on their timberland property. The next step was naturally for these owners to begin to realize on their investment, and there followed a tremendous activity in lumber production.

I presume that there are not less than 75,000 to 100,000 owners of timberlands, not including small tracts attached to farms. It may be said that the majority of these timberland owners are desirous either of operating, selling the stumpage, or selling their land outright. As a result of the feverish haste to cut and manufacture timber, there was naturally an over-production of timber, reaction, and demoralization of the market. Curtailment of output responding to price recessions did not, however, take place readily, because of the pressure to keep cutting even after prices had fallen. Owners who had mortgaged their property heavily were obliged to keep on operating in order to meet interest on their obligations, maintain their plants, and hold their organizations. Decreased profits through a lower-priced product and increased cost of production doubtless required these same men to cut a larger amount of timber than otherwise would have been needed to carry them along. Other owners, who for other reasons were financially weak were obliged to continue cutting. In many instances increased taxation has tended still further to force operation. Over-production therefore continued and a depressed market became still further depressed, with the consequence of local demoralization, numerous failures, and the various other results which follow depression in any industry. As long as there exists a constant pressure to place upon the market more timber than can be absorbed, instability will continue. If lumber were a commodity which in manufacture could be shaped to most varying market requirements, the situation might be somewhat different. The market will absorb a great deal of the higher grades of lumber, but to meet the market possibilities of high-grade lumber an immense quantity of low-grade material must either be manufactured or wasted, and it is the low-grade material which has glutted the market.

From a conservation standpoint, the present situation is an exceedingly unfortunate one. Forced cutting under poor market conditions means poor utilization, for a great deal of the low-grade material is left in the woods. It is estimated that in some sections this waste is 30 per cent greater than it was six years ago. Under such conditions, the care of second growth and the encouragement of new growth have little interest for operators. Fire protection receives little attention except where it is necessary to protect valuable standing timber. While owners are now in many sections of the country doing much more than formerly to protect at least their merchantable timber from fire, the depletion of the supplies is going on with a rapidity which operators themselves, who are practically obliged to cut with a great deal of waste, much deplore. It is perfectly clear, therefore, that both from the standpoint of the permanent welfare of the lumber industry and from the standpoint of public interest, the present practice of cutting and waste should be recount to you the loss to the public when a great industry is demoralized. It is not merely a loss to operators and stockholders in operating companies, but a severe loss to those who are thrown out of employment or who have irregular employment, and an economic depression results which is shown in the diminished prosperity of whole communities. From the standpoint of conservation the public is suffering very great loss. Its existing supplies are being used up rapidly and wastefully because of poor utilization, and these supplies are not being replaced in any adequate way.

I appreciate that a good many persons in the lumber industry are unable to take the question of exhaustion of supplies very seriously. I do not think I need to discuss the question of the possible length of time before our present supplies of standing timber will be exhausted. I am considering rather the local exhaustion of supplies and the local economic loss through the stopping of commerce and industry. It may be that we can go on and waste a good deal of timber in the United States and not suffer for a considerable length of time so far as the nation as a whole is concerned, but I do not believe that it is a beneficial thing for an individual state to have its timber resource exhausted, the sawmills cease to exist, and the once thriving communities disappear. It may be that the United States as a whole will not feel the effect particularly of the exhaustion of timber in the Lake States, but I can not look upon great stretches of barren wastes in these states and consider that there has been the right kind of industrial development. Even

[illegible] these lines proceed to [illegible]

[illegible] critical yet [illegible]

On the [illegible] end, when the [illegible]

While I believe that through increased outlet for our timber, especially [illegible] condition of the industry will be reached and the industry placed on a [illegible] their timber just as fast as they can. I have heard people argue that so far as our timber resources are concerned but little can be expected in the way of conservative handling, either from the standpoint of haste in cutting or from the standpoint of forest production, until the [illegible] argued that so far as there is injury to the public from an unwise handling of timber resources, little will be done until the public begins to suffer injury which will be felt much more severely than heretofore, just as it is argued that much greater damage must be done by floods before right measures are taken to prevent them through forest protection and an adequate plan of engineering works. In the same way it is argued that lumbermen will continue to be unwilling to accept the point of view of the general public in conservation matters until conditions in the industry become even worse than today. I must say that I am impatient of such arguments, and I am unwilling to see our timber resources destroyed by fire through lack of protection or ineffective methods of protection, and dissipated through wasteful methods of cutting; or to see a great industry remain in a demoralized condition without at least having the general public consider fully all the facts and decide whether it desires these conditions to continue.

As a matter of fact, a complete survey of the conditions in this country relative to our forest resources, their quantity, continuance, relation to the public welfare, and problems of the industries handling them, has never been made in any adequate way. My definite proposal is that such a survey should be made by some public agency in which the people of the country have full confidence, looking to a presentation of the facts before the public, showing wherein the public is suffering a loss at the present time and developing through its investigations, if this is possible, a constructive program through which the public itself will participate in establishing conditions required for its own protection.

I appreciate how easy it is to make such suggestions and that doubtless a good many would think that the proposed study would not amount to anything. On the other hand, if my premises are correct that there is such a serious situation in the forest industry involved and that it is of vital public interest to correct it, this seems to me the first step to take.

Personally, I believe that the present situation in the lumber industry itself as well as the situation with reference to conservation of the forests, is a very definite demonstration that a great deal of timberland which has passed into private ownership should have been retained by the public itself, with, of course, provisions for the disposal of the stumpage. I believe that the present evils of the industry would not have existed if the public had retained three-fifths, or even two-fifths, of the standing timber instead of only one-fifth. In other words, I believe that the country itself would have been better off if control of the timber situation had been left in the hands of the government. In a way it is idle to discuss what the situation would have been under such conditions, but the consideration of a mistake in policy on the part of the public itself is sometimes illuminating in searching for a remedy for a situation. Now I am not proposing that the government acquire two or three times as much timber as it owns today. That, of course, would be impractical. I do believe, however, that if there were some way to secure conservative handling of our forests from the standpoint of economic utilization, meeting the legitimate demand of the market, maintaining stable local industries and providing for continued forest protection, protection of streamflow, and all the other benefits of permanently sustained forests —if, as I say, the influence in this direction were even partially as effective as would have been the case if the government had retained control of a larger amount of timber, the desired result could be secured. My own belief is that if the public appreciates the loss it is suffering now or the gains which it might have, it would look with favor on meeting its fair share of the cost of forest conservation. On the other hand, I do not believe that there is any adequate solution of the problem unless the public itself participates in it, with the understanding that there is going to be necessarily some cost for whatever benefits result; but that through public participation, in whatever form it may take, there will be a guarantee that the results will be secured.

[illegible] the further fact that there must always remain a certain element of antagonism between the interests of any industry and the interest of the public in the matter of price.

The ultimate significance of our whole governmental activity in regu- [illegible] e done in the lumber industry as the final step in any process of in- [illegible] take steps to meet the situation. In any public question the broad interests of the public as a whole must be placed ahead of the immediate [illegible] affecting an industry, the interest of individual operators should be subordinated to that of the industry as a whole. The conflict of interests between the individual consumer and individual industrial agent is sharp. The individual consumer has insisted that his interest should control, regardless of the effect on the community. The individual member of the industry has emphasized his peculiar situation, which may be the [illegible]

My point is that if we look upon these problems in a large way we shall find, I believe, that any solution of the strictly public questions, or conservation questions, in relation to our forest resources, will result in stabilizing and placing on a permanent basis the lumber industry. I do not believe that there is any permanent solution for the conditions of our lumber industry except through the participation of the public and through an effective conservation program.

One hears a good deal about the antagonism on the part of the public toward industry, and among lumbermen there is the feeling that the public is antagonistic toward their industry. This is, of course, a part of the general readjustment of relations between the public and industry in practically every branch. Underlying it all is the ill-defined feeling on the part of the public that it has given away its birthright and that this has been capitalized to the people's disadvantage.

Regardless of the merits of any controversies, it is necessary for the public to recognize the conditions of its third greatest industry, and it is necessary for men in this as well as other industries to appreciate the requirements and point of view of the general public which is affected by the operations of the industry. Frankly, I have been more than once astonished that practical men have been so blind as to what it is all about anyhow.

It is a sound principle that the cost of public benefits should be borne by the public. This has been repeatedly recognized by Congress and by state legislatures in forest matters. It is an equally sound principle that the public should receive full value for what it pays. Trite as these statements may seem, the principles are absolutely fundamental to any solution of the forest resource and forest industry problems, and the failure to recognize them seriously is at the basis of an immense amount of the difficulties today between the public and industry.

Let me illustrate. The public is now beginning to recognize that it has a responsibility in fire protection. It is beginning to make direct contribution to that phase of forestry because it can see the benefits and hence value received. One of the obstacles of forestry is an unjust system of taxation of growing timber. Why, then, does not the public [illegible] such reform much more forestry will be practiced than now. A concession to get forestry practiced will not be made unless the public has some guarantee that it will be practiced. This is true also of general

This with the exception of the papers on merchandizing before mentioned constituted the remainder of the said program.

Then followed the report of the nominating committee, who offered the following names for election with the respective offices for the coming year:

PRESIDENT, R. H. Downman, New Orleans, La.
VICE PRESIDENT, W. E. DeLaney, Cincinnati, O.
VICE PRESIDENT, A. T. Gerrans, New Bern, N. C.
VICE PRESIDENT, M. B. MacKay, Portland, Ore.
VICE PRESIDENT, J. L. Kaul, Birmingham, Ala.
VICE PRESIDENT, W. C. Landon, Wausau, Wis.
VICE-PRESIDENT, J. A. Freeman, Pasadena, Cal.

The secretary was instructed to cast the ballot for the election of these men to office.

The following board of managers was then named from the various affiliated associations for the ensuing year:

F. E. Wagner, Jacksonville, Fla., Georgia Florida Sawmill Association; R. M. Carrier, Sardis, Miss., Hardwood Manufacturers' Association of the United States; F. L. Richardson, Alpena, Mich., Michigan Hardwood Manufacturers' Association; Nathan O'Berry, Norfolk, Va., North Carolina Pine Association; Edward Hamar, Chassell, Mich., Northern Pine Manufacturers' Association; George N. Wendling, San Francisco, Cal., Pacific Coast Sugar & White Pine Manufacturers' Association; D. E. Skinner, Seattle, Wash., West Coast Lumber Manufacturers' Association; George W. Dodge, Napoleonville, La., Southern Cypress Manufacturers' Association; George Stoddard, La Grande, Ore., Western Pine Manufacturers' Association; J. B. White, Kansas City, Mo., Yellow Pine Manufacturers' Association.

Under the head of "New Business" an invitation was extended by assistant field secretary of the Pacific-Panama Exposition to hold the next year's convention of the National Lumber Manufacturers' Association at San Francisco during that exposition.

The committee on resolutions then offered the following, which were adopted as read:

## Resolutions

### Forest Products Exposition

WHEREAS, the Forest Products Exposition has been promoted, and is now being held under the auspices of the National Lumber Manufacturers' Association, and,

WHEREAS, the exposition is an unqualified success from every standpoint, being one of the most complete and instructive expositions ever held in this country, from which much value to the industry is already apparent; be it therefore

RESOLVED, That this association extend its thanks to all exhibitors whose participation in the undertaking has contributed so largely to its success; be it further

RESOLVED, That we especially desire to express our appreciation to those exhibitors of sawmill machinery, appliances, saws, etc., and that a copy of this resolution be sent to each one of them.

RESOLVED, That the thanks of this association be extended to the Forest Service of the Department of Agriculture of the United States government for the splendid exhibit arranged by it in the Forest Products Exposition. We feel sure that the educational value of this exhibit will be great, as showing the activities of the government in investigating methods of timber utilization, forest protection and scientific research.

### Restrictions Upon Fibre Boxes

RESOLVED, That we hereby thank the members of the classification committee of lumber, wooden boxes and allied interests for the time and efforts devoted by them to the conduct of the so-called "Pridham or Fibre Box Case," and that we reciprocate the expression of appreciation made to us as lumber manufacturers by the manufacturers of boxes, feeling sure that the coöperation between the manufacturers of lumber and wooden boxes has proved of much advantage to both interests.

Be it further RESOLVED, That we request the members of the said classification committee to proceed with the work which they have so ably inaugurated to the end that the relative merits of fibre and wooden boxes may be fully placed before the public and before the officials of the railroads of the country.

Be it further RESOLVED, That we insit upon the suggestion of the Interstate Commerce Commission in the decision in this case, to the effect that such provisions may be established by carriers as will make possible the imposition of the restrictions placed upon the fibre box by the classifications as to packing, selling and testing, without which the fibre box is given inferior advantage over the wooden container.

### Opposing Car Spotting Charge

WHEREAS, we understand that the Interstate Commerce Commission is again to take up consideration of the matter of authorizing the railroads of the country to make a charge for the spotting of cars upon private and public sidetracks, the same to be in addition to the regular rate charged for hauling freight from one point to another, and,

WHEREAS, we believe that the freight rate should cover the services rendered in transportation from point of origin to destination;

Be it therefore RESOLVED, That this association record its opposition to such a charge for spotting cars as is contemplated, and that we indorse the brief which has already been filed by the railroad committee in our behalf against this proposition.

### Opposing Amendment to Anti-Trust Law

WHEREAS, there is pending before Congress administration measures known as the Clayton bill, amending the so-called "Sherman Anti-Trust Act;" and,

WHEREAS, under the so called industrial economic condition [illegible] to [illegible] consideration in framing such law as is [illegible] legislation

Be it therefore RESOLVED, That this association record its opposition to such legislation at this time and request all members of the affiliated associations to write to their respectability in Congress asking that no such legislation be enacted at the present session of Congress and request that Congress appoint committees to hold public hearings throughout the country, at all trade centers, in order that the real sentiment of the people may be known, and that Congress may learn from business men of all kinds, the character of constructive legislation which is necessary to safeguard the interests of all the people.

### Attacks Upon Wood as a Building Material

WHEREAS, ordinances have been presented to the governing bodies of various cities to prohibit the use of wood in various forms for exterior use within the limits of said cities:

Be it therefore RESOLVED, That we recommend that all such attacks upon wood as a building material be vigorously opposed in order that the public may not be deceived as to the facts concerning its qualities, and thereby induced to restrict its building activities because of the belief that wood is not so suitable and safe as other materials for which fireproof qualities are claimed.

Be it further RESOLVED, That the associations affiliated with the National Lumber Manufacturers' Association extend their moral and financial support to those manufacturers and dealers of lumber who are opposing or may be required to oppose the passage of ordinances intended to restrict the use of lumber as a building material in their own localities.

### Advertising Campaign Against Wood Substitutes

WHEREAS, the manufacturers and distributors of substitutes are spending a large sum of money in advertising for the purpose of inducing the public to believe that their products are superior to wood for many purposes; and,

WHEREAS, in some of this advertising, certain statements have been made unjust and derogatory to lumber, and,

WHEREAS, wood in all forms possesses merits not inherent in other materials;

Be it therefore RESOLVED, That the members of this association favor the conduct of a comprehensive advertising campaign of wood against substitutes, and that the secretary be instructed to fully investigate the subject, and prepare a report covering his suggestions as to the best methods under which such a campaign can be inaugurated in view of all the conditions existing within our own trade, and without, together with a statement of the probable cost of the same.

Be it RESOLVED, That such report be submitted to the board of governors of this association as early as practicable.

### Insurance

WHEREAS, this association went on record at the last annual meeting in favor of the establishment of an insurance department, to be conducted in connection with the organization, and,

WHEREAS, no definite action has been taken upon this suggestion during the year:

Be it RESOLVED, That we again reaffirm our views then expressed, to the effect that we consider this one of the most important activities in which the national lumber manufacturers can engage, and that we urge the officers and board of governors to take up the matter upon broad and comprehensive lines, in order that some definite plans may be worked out during the coming year, which we feel sure will be of great good to the entire industry.

### In Memory of Mr. Frederick Weyerhaeuser

When Frederick Weyerhaeuser passed away, April 4, 1914, the country lost one of its most able business men, and the lumber industry, a recognized leader.

Mr. Weyerhaeuser possessed a sterling character and to his intimate friends was known as a man of Christian ideals. His relations with his associates and competitors alike, have always been of the most upright and commendable nature.

Be it therefore RESOLVED, That we, the members of the National Lumber Manufacturers' Association, in annual meeting assembled, hereby express our sincere sympathy as well as our utmost appreciation of the great loss to our industry and to the nation in the passing of Mr. Weyerhaeuser.

Be it further RESOLVED, That an engrossed copy of this resolution be sent to the members of Mr. Weyerhaeuser's immediate family.

The meeting then adjourned.

# Merchandising of Lumber

Editor's Note

[redacted]

## FROM THE STANDPOINT OF A YARD WHOLESALER AND CITY RETAILER

[redacted]

the merchandising efforts.

[redacted]

of the press. I do not know what your hopes were as to attendance. I trust the number is up to expectations, but whether it is or not, the [redacted] lumbermen as to the duty we owe ourselves, our brother, our customer, and our business, will be a force, when carried away by those who have attended, that will not only be enduring but will be a developing proposition to be reckoned with in the future.

This body, the National Lumber Manufacturers' Association, was no doubt organized for purposes of "better days ahead" in conducting the lumber business. I do not know what thought you have given in your [redacted] fear that that policy of merchandising which is current with the most progressive ideas in other lines of manufacture has not received that attention on your part which it deserves. But that censure is merited by all the branches of the lumber business, mill interests, wholesaler, and retailer.

[redacted]

We have been lacking in the art of so merchandising as to continue lodging an attracting force to those who were our best customers, and are failing as well to sufficiently interest those to whom future developments may make us one. We are dealing in lumber, the article that helped civilization to populate the new world; lumber that was as available as it was useful; lumber that was as workable and lent itself to the effort of an ordinary workman as well as it did to the effort of a skilled mechanic; lumber, an article which in its varieties was bound [redacted] ness and adaptable to all kinds of uses in the localities where it grew.

[redacted]

Consequently lumber *merchandised itself*. It did not need much advertising—it almost sold itself. The methods of merchandising today are, therefore, based more upon what was than what should be—and the advertising of lumber, while of the utmost importance, is secondary to the fundamentals of merchandising the subject which has been assigned to me for today.

[redacted]

In discussing the merchandising of lumber, I do so from the standpoint of a wholesaler with a yard to back me up, and also from the standpoint of a retailer distributing in a large city. Let us, therefore, first consider the changes in location of forest supply; then the change in local demand; the character of a city's lumber demand and its changes, as compared with that of town or village. We can then see where the substitutes propagate and why they succeed. We must awake to the transformation from a developing community to one of permanence, as it takes place all over the United States, and under this head would come building construction, railroad work, street work, bridges, etc.

[redacted]

but reflect upon what is necessary to keep "our business" a business. Let us consider the former manufacturers of a time when smaller mills [redacted] and for the purposes of illustration take the Mississippi river as a basis of argument. All the way from Minneapolis down to St. Louis were sawmills after sawmills, sawing for local use and nearby territory.

[redacted]

Did you ever stop to consider the local pride that attaches itself to boosting the product of a "home" manufacturing plant—would not the [redacted] force, now manufacturing the wood competitors, a force that the sawmen [redacted] about their products? Would you expect an employee of a wall board factory to use a wood ceiling, or an asphalt shingle maker to buy wooden shingles? Think about this and then let me get back to the old mill town. Most of those old mills have vanished, there as well as on the Great Lakes, and on the Ohio, and in Pennsylvania, and we find our source of supply at far-off points, with distances varying from 250 to [redacted]

[redacted]

A great many of the millmen have migrated from these forest countries to new fields, and this marks the beginning of a change in the mer- [redacted]

[redacted]

Here it is where the manufacturer separated from retail merchandising. The manufacturer has, however, tried to continue in his paternal power of merchandising his lumber. He seems to forget, in a measure, that his personality has passed away from his old community that he surrendered his right of "eminent demand" to another, and he must recognize this condition of affairs. We say, therefore, "All hail to the old man"—he's as fine a fellow as walks the earth—but he's been bossing so long that he kind of overlooked the kid who has grown gray-haired and ought to have a look in once in awhile, and a say so, too.

[redacted]

Why should the wholesale yardman be tolerated? Can the millman successfully sell direct with lumber receding and receding from the main centers of demand? Here are other trades establishing branches of their own, or agencies, so as to be before, and nearer to, the people and to offer to furnish them supplies quickly. Here are the lumber-using communities demanding an assortment of all the new kinds of lumber coming into prominence. Who will put his money into them? Can you, Mr. Manufacturer, overlook your boy, the wholesaler, and your boy, the retailer, when you outline a national campaign?

[redacted]

What is the wholesale yard doing for you right now? Nothing less than bringing the forest back to the doorstep of the consumer. The wholesaler has returned to what was your home town in the forest area. The wholesale yard is trying to build up lumber and continue lumber for a real market, where you can get what you want in or out of season at a marketable price. It is selling to the smaller yards of the country, who cannot buy straight carloads of the new kinds of wood, since their communities would not consume them within a period commensurate with the investment.

[redacted]

You cannot expect a retail lumber yard to keep a $20,000 stock in a community that uses only $20,000 a year all told, and still keep all the types to be considered a "progressive." The source of supply being so far away makes it hard enough for the retail yard to anticipate the demand, not to speak of the difficulty it has of taking its place in line and waiting for cars besides.

[redacted]

The wholesale yard, therefore, in my opinion, must take a large part in the introduction of new woods as relay stations or storage yards. So the wholesale yard, at any rate, saves the retailer from the instability of the market, or on slow moving items.

### Weather Bird Merchandising

Quite a difference in this method from that of "The Weather Bird" merchandising of the millman under the "subject to prior sale" slogan. The sales manager gets to the office, opens your mail, sees orders in sight for eight cars 4 x 4-16', you consult the barometer and find seven more cars with the other boys about town result: Clear sky for 2 x 4 16'. So take in sail, turn back half the orders and raise the quicksilver two points. How about No. 2 boards? Heavy gale, looks cloudy—drop your quicksilver, and so on until you scrape the bottom of the barlor.

[redacted]

Should merchandising in lumber be a speculative game, a wheat pit drama, or should it be a stable business? If we believe in lumber as a staple commodity—can these conditions be remedied? And is our "latter day way" of mill marketing correct and conducive to the making of friends among the family, or of discord and distrust? How can the public have confidence in a double-edged proposition? In the fall, when

other lines. Watch business, look for it, provide for it, advertise to stand for the boost; tell the buyer about the waning forest supply, and next spring tell him that the forest has expanded and prices are going down. The wholesale yard is stable. Values [illegible] together and stock kept by the very nature of things be on the market; it acts as a promoter of the use of lumber, because it keeps the full line and has the pleasure of roosting on a volcano of changing market conditions.

KEEPING THE NEW LIST OF WOODS

The wholesale yard keeps a complete line of all the commercial woods and must of necessity have a large capital invested in the newer kinds of wood seeking a market. Once it has them in pile, they claim much of the yard's attention, since a market must be found and developed, or money lost on the investment. Now, I do not relate these stories from humorous motives. There is, though, humor in them—but grim reality will lead you to believe that there is too much poker playing among the members of your own family.

WHY SUBSTITUTE WAS BORN

This brings us right up to the stern reality of the question why substitutes are gaining ground with the distributing, or retail yard. Mr. Substitute has a policy in all of his dealings and fixed policy. He knows is established and is not subjected to the daily price barometer, the "Weather Bird" price.

RELATION OF MILL WHOLESALER AND RETAILER

Take the wall-board people—they have their agencies who buy carloads, who take care of the jobbers at a fixed percentage of profit, thus giving the retailer a positive price to work on. If they work the small buyer earnestly, the latter, the retail yard, can become a car buyer, that meaning a hope of reward for his trouble in the shape of the jobber's extra profit. Worth working for, is it not? Compare this kind of merchandising with ours? How did your books look to you in December - just like the weather, cold and dreary? But, why worry? We are the most Christian people on earth and Oh! we hope that the things may be bright.

I NOTICE FOR LOSSES

Naturally a dealer does not like to sacrifice real money on a staple commodity like lumber and, mind you, through no fault of his. He is trying to do his duty by the community by keeping a full line, and a change of six dollars a thousand on common lumber between high and low point inside of a year is not justified. It is not a fair difference to a millman, wholesaler, dealer, or buyer. As a matter of course, a dealer is in business to make his living by it, and while he wants to defend lumber against substitutes, he must defend his investment against loss, and the substitute has it on us when it comes to that.

EDUCATING THE VARIOUS DEPARTMENTS

We will admit, for argument's sake, that a great many yards have come into being by chance of circumstance, and the yard dealers are therefore not always business men, but other lines are not exempt in this particular. Competition and the demands of the community will either compel the dealer to build up to the proper standard of what he should be, or let him down. The competitor of lumber, be his specialty wall board, roofing paper, shingles, or galvanized products, sends his men to the retail yard of the towns and willingly takes the time to teach him how to present and talk his stuff. He takes time, also, to talk with him and with a prospective buyer.

TUNING UP THE DEALER

In such places, therefore, where lumber does not get its dues, it is well to use a tuning fork on the dealer and tighten him up to the proper pitch so he can sing sweet strains of lumber at least just as well as victrola songs of substitutes.

INDIVIDUALITY A FORCE

Individuality is what counts in selling goods. The individuality must be behind the article. It must be presented in a human way, even the advertising may be intensely human, to make it interesting; must be continuous, persistent, and then the human being itself must throw itself on the screen to show that it is a real live one and actually existent. That's what the dealer ought to be. It's that sort of a man who can help cruiser, and I don't feel [illegible] a live wire down in every township, but a dozen retail dealers in a state, banded together and backed by wholesaler and sawmill, can change the complexion of things mightily.

CHANGES IN BUILDING CODES

It is the dealer's duty to watch the building codes in his community and have lumber receive its due consideration. Let us be justly fair, and not fairly just, in speaking of cement, brick, tile, slate and iron. The types of heavy enduring structures that tower to the sky and which issue bonds, often for ninety-nine years, must guarantee indestructibility. "Twas ever so long before the Christian era that in the enduring monument stone was used.

WHERE LUMBER SHOULD HAVE ITS CHANCE

But we have field enough in business structures where lumber offers safety, chance for remodeling and expansion, in connection with low cost. We are not all building monuments for the future.

CATERING TO STYLES IN LUMBER

The dealer must be interested in the styles of lumber. He should push the bungalow idea of building. Push the double floor idea for insulation and deadening of sound. Encourage the architect to specify beamed ceiling in the dining and living rooms, to show the beautiful effects that can be secured out of wood products, and thus keep up with the style.

REAL RETAILING

As an illustration of what a dealer can do, I will mention that for five years we have been pushing oak flooring. Some circular matter about sanitary linoleum and oil cloth reached me at my home and set me thinking.

SANITARY FLOORS

Oak flooring, the most beautiful and sanitary of woods, it struck me, did not have even a look-in on the business, or a friend to talk for it, so we put out 10,000 circulars, with a color-tone of oak flooring in its natural colors. We sent these in St. Louis to carpenters, business men and tradesmen of every kind, telling of the sanitary qualities of oak flooring, said that we would make them a lump price on laying a floor complete, waxed and varnished. We, of course, told our customer, the floor layer, all about our move—working with him—as all we wanted was the floor out of it.

THE DEPARTMENT STORE IN LUMBER

Then we put in a separate circular for lumber, telling these same consumers that we would deliver to them any quantity of lumber, crosscut, ripped, dressed-up, neatly bundled and tied with a blue ribbon, ready for use. These circulars attracted attention to lumber. We did not get all the business that was created by it, but we got some of it and the other boys got some. The sawmill does not like to make specials—it wants to standardize the sizes—wants to make a Browning-King ready-made clothing affair out of all its lumber, but there are many people who want odd things that everybody does not have, just as you may want your suit tailor-made of original design and imported woolen. Everybody does not want beaded ceiling like Grandpa used. It's time we got up some new patterns.

SELL WHAT YOUR CUSTOMER WANTS

The dealer should be prepared to cater to these whims and "get out lumber to order" with just as much pleasure as the staples.

Lumber in the future will have to be furnished in a more complete usable state from year to year. The shop work of the carpenter is a past issue, because machinery can do it better and cheaper. Sash and door houses furnish sash primed and glazed. Yes, they furnish doors and jambs filled, varnished and fitted, ready to set in the wall, and casing cut to length and coated. Why should we not learn from them a valuable lesson?

NECESSITY OF FURNISHING A FINISHED PRODUCT

We have been following the path of least resistance in the retail line. We want to deliver lumber in the crude, realizing while we do it that handwork at the building site may make the articles, when in place, higher than eye-beams, expanded metal, and other things that are after us competing for the same order. The advertising of finished house patterns is only a forerunner of what we will come to, or rather should have proposed for certain houses long ago. We should not censure the concerns who advertise finished cut-to-order patterns, but should be on this job and learn, learn and learn, and think, think, think. The retail yard will, in certain localities, have to put in machinery to handle this business. Last year we handled a shelving order of $4,000 cut to size, who knows out that had we not had the facilities to do this work, the wire rack or ornamental iron form would have gotten the business? And others can do as well.

LUMBER TREATING

If treatment of lumber is to be promoted, we must not overlook this, namely: that the lumber retailer, or his nearby wholesaler, will have to take care of the local man wanting small quantities who cannot offer a treating plant a drum-full at one time, yet needs to have your best attention and consideration, because he is a true friend of the lumber product.

LIGHT AHEAD

Gentlemen, there is light ahead. There have been types of trees put into lumber sizes for which, by their worth and character, they were not intended. But the Panama canal will help our business to keep only the higher types of trees into their enduring places so that the third grade and inferior kinds from cut-over land will take their places and step down to the uses for which they are properly adapted.

The subject assigned to me might be likened to the broad ocean, whose waves touch many shores, and for the short time at my disposal I have endeavored to only cover the most important as they arise, like the sun of day, above the water line. The modern way is to diagnose a case before you operate, and we must touch upon the symptoms first to arrive at a conclusion—so I would call this a diagnosis with some suggestions of a remedy.

SOMETHING HAVING ALL ABOUND

The people at large [illegible] the millman has been also the wholesaler has been busy, and the retailer has been busy; each interest intent upon solving this great and stupendous undertaking of the merchandising of lumber, and solving it right. May the brotherhood of the forest stimulate closer and more endearing relations for the future between us all and as a last thought let us remember that—

"Men who have reached great heights and kept
Did not attain by sudden flight.
But they, while their companions slept
Were toiling upward in the night."

## FROM THE STANDPOINT OF THE SCIENTIST

| Year | Quantity (long tons) | Average value per long ton |
|---|---|---|
| [illegible] | 9,292,700 | $16.14 |
| [illegible] | 9,446,308 | 11.14 |
| [illegible] | 11,789,242 | 18.84 |
| [illegible] | 12,902,180 | 16.62 |
| [illegible] | 12,567,191 | 19.08 |
| [illegible] | 12,781,561 | 20.58 |
| [illegible] | 11,949,018 | 15.30 |
| [illegible] | 23,795,471 | 16.22 |
| [illegible] | 27,386,562 | 18.57 |

| Year | Quantity (barrels) | Average value per barrel |
|---|---|---|
| [illegible] | 6,047,965 | $ [illegible] |
| [illegible] | 7,149,922 | 5.41 |
| [illegible] | 9,817,750 | 6.24 |
| [illegible] | 10,027,939 | 6.13 |
| [illegible] | 9,756,698 | 6.09 |
| [illegible] | 7,814,446 | 5.75 |
| [illegible] | 8,768,850 | 5.77 |
| [illegible] | 9,221,517 | 1.99 |

| Year | Quantity (barrels) | Average price (net barrel) |
|---|---|---|
| [illegible] | [illegible] | $2.00 |
| [illegible] | 990,254 | 1.49 |
| [illegible] | 8,482,929 | 1.09 |
| 1904 | 26,566,881 | 0.88 |
| 1905 | 35,246,812 | 0.94 |
| 1906 | 46,465,424 | 1.17 |
| 1907 | 48,785,390 | 1.11 |
| 1908 | 51,072,612 | 0.85 |
| 1909 | 64,991,451 | 0.84 |
| 1910 | 76,549,951 | 0.89 |

| Year | Output (Short tons) | Price per ton |
|---|---|---|
| [illegible] | [illegible] | $[illegible] |
| [illegible] | [illegible] | [illegible] |
| [illegible] | [illegible] | [illegible] |

| Year | Quantity | Average value of lumber per M |
|---|---|---|
| [illegible] | [illegible] | $11.13 |
| [illegible] | [illegible] | [illegible] |
| [illegible] | [illegible] | [illegible] |
| 1909 | [illegible] | 16.54 |
| [illegible] | [illegible] | 16.56 |
| [illegible] | [illegible] | [illegible] |
| [illegible] | [illegible] | [illegible] |
| 1910 | [illegible] | [illegible] |
| 1911 | [illegible] | [illegible] |
| 1913 | [illegible] | [illegible] |

| Year No. | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 |
|---|---|---|---|---|---|---|---|---|---|
| Bid No. 1 | .0 | [illegible] | 12.5 | [illegible] | 10.2 | 15.5 | 1.9 | 5.9 | 5.2 |
| Bid No. 2 | .0 | 2.1 | 8.9 | 13.9 | 4.1 | 8.1 | 2.8 | 8.2 | 6.9 |
| Bid No. 3 | .0 | 1.4 | 6.4 | 10.8 | 7.2 | 8.2 | 4.2 | 12.0 | 8.0 |
| Bid No. 4 | .0 | [illegible] | 12.0 | 16.6 | 7.2 | 13.2 | 4.6 | 12.0 | 10.9 |
| Bid No. 5 | .0 | .0 | 6.6 | 10.6 | 2.7 | 5.2 | 2.7 | 4.6 | 3.5 |
| Average of bids | .0 | 1.6 | 9.4 | 12.0 | 6.3 | 10.7 | 2.9 | 6.9 | 5.8 |

| Year | Total consumption | Steel | Steel Underframe | Wood |
|---|---|---|---|---|
| 1909 | 1880 | [illegible] | 22.6 | [illegible] |
| 1910 | [illegible] | 55.4 | 14.8 | 29.8 |
| 1913 | [illegible] | [illegible] | 20.3 | 20.7 |
| 1913 | [illegible] | [illegible] | [illegible] | [illegible] |
| [illegible] | [illegible] | [illegible] | [illegible] | [illegible] |
| [illegible] | 1649 | 85.2 | 11.5 | 3.3 |

consumes almost six times as much lumber per capita as Germany, the comparative figures being as follows

| Consumption of wood per capita (Saw logs) | Country |
|---|---|
| 85 cubic feet | United States |
| 15 cubic feet | Germany |
| 13 cubic feet | England |

If our consumption of wood per capita falls to that of Germany we need to have a population of about 500 million, or almost six times what it is at present, in order to consume our present annual output. At our present rate of increase in population this would take about two centuries. Among the lusty calves, I believe you will agree with me in that it is unlikely our natural increase in population will entirely offset the decrease in our per capita consumption of wood, and, consequently, our domestic demand for lumber is bound to decrease. In this connection it is well to keep clearly in mind that as our country becomes more densely populated the tendency to build more substantial structures becomes stronger

The problem we have to face I prefer to put in this form: "How can we make the lumber business profitable without materially increasing the general price of lumber" The correct answer to this question is by no means easy. Please remember again that most of our lumber is used for structural purposes, that as its price is materially advanced it will simply stimulate the production of other competing materials.

I feel that the key to the situation lies in better methods of manufacturing and selling lumber. Let me quote from the testimony of Captain White given in Washington last February. Captain White said: "Mill men have made their money by increase in the value of stumpage; they bought for $1 per thousand or less and now they have to pay $5 per thousand. . . . or what they bought for $10 per acre is now worth $50 per acre, and this is where some large buyers and manufacturers have made their money, and not in the simple process of manufacturing."

What suggestion can be made to better the manufacture and sale of lumber? *We first suggestion is that lumbermen should make a far more careful study of the needs of their various customers and then manufacture their products to best suit these customers.* Let us illustrate this with a few examples:

Lumber is now being manufactured by some 48,000 odd sawmills in this country and almost invariably is being shipped into our consuming markets simply as "lumber," where it is mixed without any adequate method of identification. In this regard it occupies the unique but rather unenviable position of being one of our great structural materials sold without a brand. You are familiar, I think, with the criticisms levied by Mr. Hoxie concerning the difficulty of securing satisfactory structural materials for mill construction. Under our prevailing system an engineer or architect may specify a certain brand of lumber, but he has too little assurance that he will get that brand or variety of lumber. Mr. North of the Yellow Pine Manufacturers' Association has shown you the tendency of various cities to decrease the allowable fibre stresses of building timbers. Do you fully realize what this means to your business? In our own experience at the laboratory we have frequently called on the open market for a certain kind of lumber and secured a number of other kinds which we had to reject. The point I wish to make is that the consumer is put to too much trouble in determining what he is getting when he goes to buy lumber. When we are soliciting business we should not place obstacles in the way of what the consumer wants. I believe very strongly that when the committee on structural timber of the American Society for Testing Materials redrafts its specifications for structural timber, as they plan to do, all lumbermen who wish to manufacture such products should formulate a workable plan whereby they will properly brand their timbers as conforming to the grades laid down by the society. I firmly believe that such action would be of great assistance to all lumbermen manufacturing structural timbers and to all engineers and architects who would specify them.

Another phase of manufacture which I think is worthy of critical examination is the present practice of manufacturing many forms of lumber into even lengths and widths. The manufacturers of hardwood lumber especially should make strenuous attempts to ascertain the exact needs of their trade and then produce as much of their rough dimension stock at the sawmill as possible. In this way much valuable material which is too short, or which is of too low grade to make even-length boards of a certain size, could be saved. For example, if the consumer can use sticks 8 feet long, then sticks which are two feet long should be made at the mill from material which will not cut longer sticks. Some mills are doing this and it is certainly gratifying to see the way they are eliminating waste at a profit and to the satisfaction of their customers. One company whose close operations I witnessed is now employing nearly three times as many men as it did five years ago and is cutting only one-half as much of its timber area each year, while securing over twice as much marketable material from it.

A third example I wish to consider under this general heading of better manufacture to suit the consumer's wants is the question of grading. Too many of our grading rules now in existence are unnecessarily complicated and often throw out much valuable material, thus causing waste and financial loss. Grading rules should be made as simple as possible and should be based on the purpose for which the timber is to be used. To illustrate, in discussing this matter with a large vehicle manufacturer he showed me stocks of boards which he had to cull because they were not satisfactory for vehicle stock; the grain was twisted. These boards, however, would be entirely satisfactory, in fact, above the average, for the manufacture of furniture. Again, the exact needs of the customers should be considered by the lumber manufacturers. Greater attention to this would aid considerably in placing the lumber business in a healthier condition.

The second suggestion I have to make in regard to improving the present condition has to do with the selling of the output. I believe that the day of manufacturing lumber, hauling it to market, and then practically letting it sell itself is rapidly passing. Lumbermen must build up a far bigger corps of sales agents who are thoroughly trained in the needs of their customers and who properly can call their products to the attention of the customers. These must be trained men who can get out and hustle for business. This statement particularly applies to all kinds and classes of lumber which enter into direct competition with other materials. Let us illustrate our suggestion with a few examples: Very little good, I believe, is accomplished by displaying photographs of railroad collisions between steel cars and wooden cars. Just now, public opinion is dead set against the use of wood in passenger coach construction. We Americans are very prone to swing from one end of the pendulum to the other before we arrive at a proper balance. Right now we are at the all-steel passenger car end of the swing. What are the lumbermen doing to locate a balance? I believe you could well afford to employ trained engineers to tackle this problem from an engineering standpoint and work on it in cooperation with railroad engineers, then follow with enlightened salesmanship. Another illustration is the use of ensilage. According to the Orange Judd Farmer, there are about 130,000 silos in use in the middle western states, while in 1913 alone about 31,000 were constructed. In other words, the demand for silos is increasing at a rapid rate. If we assume that each silo consumes about 3,000 feet of lumber and that 30,000 wooden silos were built last year, this one type of construction would give a demand for lumber of ninety million feet board measure. There is every indication, based on the opinion of our leading agriculturists, that the use of silos on the farm is but in its infancy. Lumbermen should study this problem thoroughly; you should learn all about silo construction; you should cooperate with various agricultural schools in making a very careful examination into merits of woods for the construction of silos; and if wood has real merit for this purpose you should see to it that there are salesmen who can properly assist you.

Another illustration is the use of wood for paving blocks. In 1907 approximately 33,600,000 board feet of lumber were used for this purpose. In 1912 the demand had risen to over eighty-four million feet. The closest cooperation should exist between the lumbermen who produce paving block material and various consumers in studying the quality of wood needed for paving blocks, the various kinds that might be used, the proper size of blocks, proper methods of treatment, etc. These problems should not be left entirely with the wood-preserving engineer to solve.

The last illustration I wish to cite under our second suggestion of need for salesmanship for expanding markets is taken from our experience at the laboratory. We constructed our machine shop with a cement floor, and, although we coated this with cement paint, the dust continually settled upon our machines and affected their bearings. Complaint was also levied by our machinist that whenever a tool or instrument accidentally dropped and hit the cement floor its edge was either seriously dulled or the tool broken. Complaints in regard to personal comfort were also made. We covered the concrete floor with a wooden floor and overcame all these objections. The above illustrations are but a few of a number which could be given showing the opportunity for a more extensive and enlightened salesmanship on the part of lumbermen.

My third suggestion, which, like the first, is a manufacturing proposition, but which is nevertheless of such great importance that it is classed separately, has to do with the utilization of waste. Lumbermen should consider themselves more as stumpage men than lumbermen. You should consider yourselves the possessors of a great natural resource capable of manufacture into a variety of salable products. I have attempted to show why it is unlikely structural lumber can advance materially in price under present conditions. In present lumber operations, lumber, which represents, in general, less than 40 per cent of the total volume of the forest, must bear the entire expense of maintaining these operations. Is it fair to expect lumber to do this? Suppose the same principle held sway in the packing industry. Only those of us who are ultra-rich could afford to eat beefsteak. I wrote to the chief chemist of Armour & Co. a few days ago and asked him to what extent the utilization of by-products in the packing industry was a myth or a reality. This is the reply he gave me:

I may say that you are quite correct in your assumption that the various parts of the animal carcass aside from the meat and hide are utilized more or less completely, yielding such products as wool extract, pharmaceutical preparations, such as pepsin and various duchless glands, lard, oleomargarine, etc. Among the inedible products are fertilizer, lubricating and soap fats; bones serving for the manufacture of buttons, pipe bits, etc.; horns serving for the manufacture of combs, imitation ivory and strings for the manufacture of tennis rackets and musical instruments; blood albumen for finishing leather and printing cotton goods, etc.

Please note the variety of industries that are securing materials from the packing industry. Wood is just as promising a raw material as beef. Lumbermen should make a far more determined effort to appreciate this. Waste should be converted into marketable products and compelled

[illegible]

[illegible] yield results. It is this: There must be better consolidation of timber [illegible] lumbermen. In this connection, I again quote from the testimony of one [illegible]

[illegible] are forced to leave a great part of the tree in the woods to rot; can you, in the interest of public welfare grant us a privilege to agree on the curtailment of production until normal market conditions are re- [illegible] and the country saved from this wasteful evil. . . . When a tree is cut down it should all be used, the poor as well as the best, and there [illegible] to bring in the top logs to the mills and make it into lumber. A lumberman does not want to waste his resources, he wants to manufacture and sell all that he can find or all that he can create a market for.

Now let us listen to what President Charles R. Van Hise of the University of Wisconsin said before the Chamber of Commerce of the United States of America in his speech entitled "The Concentration of [illegible] President Van Hise stated:

In the first place, it is usually assumed that all the so-called trusts are monopolies. Indeed, if one runs through the discussion concerning the trusts during the past few years he will seldom find any discrimination between monopolies, trusts, and magnitude in business. The three are used as synonymous terms. The subtlety of this method of argument is evident. If it be assumed that any large business is a monopoly it is easy to carry the conviction to the listeners that such organization should be destroyed, but magnitude and monopoly are not synonymous terms.

Quoting further:

We now pass to the second premise upon which we agreed, the prohibition of unfair prices.

Again he states:

In the third place, a free field for legitimate competition must be maintained. No steps should be taken which will endanger this great stimul[illegible] I am willing to stand for the [illegible]s enforced alike for all, but when someone is picked out because he [illegible] in the front seat, or because it is [illegible] 999 are allowed to escape, I say it is a pr[illegible]y immoral situation. That is exactly the existing situa[illegible] in this country. He who says "break up the trusts, destroy them," [illegible] we must ha[illegible]eration among the farmers." Why, gentlemen, the cranberry growers of Cape Cod, New Jerse[illegible]onsin sell about 90 per cent of their [illegible]wn in [illegible] New York.

[illegible] are mined on a small scale [illegible]titive system in [illegible] Here the losses in waste[illegible] mining, imperfect con[illegible] smelting amount to from [illegible] 50 per cent. In other words, only a little more than one half of the metal in the deposits reaches the market. In contrast with the [illegible] the extreme competitive system for lead [illegible] the history of this region when the holdings were relatively small the [illegible] per cent. But the most important of the [illegible] sources of the ear[illegible] coal. Under the compelled c[illegible] are excessive. In the early days of mining [illegible] anthracite coal of the veins reached the market. [illegible] the concentration of holdings involving the introduction of adequate machinery, these losses have been greatly reduced. . . . For timber the same situation now exists as for bituminous coal. Extreme competition has been enforced through action against various lumber manufacturers' and dealers' associations. In consequence of this the cutting of timber [illegible]

For only by getting the timber on the market at the lowest rates, regardless of waste, is it possible to handle the material so as to meet market conditions without loss. This is the lamentable situation created by the law in regard to a resource which will last at the present rate of exploitation for scarcely more than fifty years.

[illegible] tinue so far as it was not inimical to the public welfare.

[illegible] these views express the opinions of two great thinkers, upon our problem of utilizing forest [illegible] the lumber industry, and [illegible] practice most efficient methods of utilizing waste in our timber regions on the magnitude with which we do business in this country unless there [illegible] by-product plant practical. A sawmill can be erected to operate on a ten-year supply of timber, or even one year, and abandon the operations with a profit, but this can not be done with a by-product plant. Such plants demand not only a comparatively large amount of material with which to operate, but an amount which must be supplied for years to come. Some plants are, therefore, a stimulus to the perpetuation of forests and industry, and in this respect are markedly different from the majority of sawmills now existing. The problems in our country, so far as the elimination of wood waste is concerned, are quite different from the problems abroad where the population is dense and the forest areas restricted. It will be years before we come to such extreme conditions save in exceptional locations. Certainly not in your lifetime or mine. We must face squarely the problems of today and tackle them in a thoroughly sane and practical manner for the good not only of posterity but for ourselves.

In conclusion, the solution of our lumber problems should not be left to individual effort. Don't overtax "George." There must be associated effort. Each must do his share. Petty differences must be submerged, and heartiest coöperation through our leading associations must be had. Many of you will doubtless recall Forrest Crissey's article in the March 28 issue of the Saturday Evening Post on "Association Snags," in which he points out value of associated effort. Now, this lumber body has a number of committees which can do effective work even far more effective work than they have done in improving conditions in the industry we have been discussing. I hope I won't offend these gentlemen when I say that most of the committees have been like sphinxes. Why not put on spurs and get into action, zeal, common sense, effective, united action, and resolve that the lumber industry shall not continue to suffer or perish in our industrial life.

## FROM THE STANDPOINT OF THE ENGINEER

[illegible]

[illegible] against make his suggestions of real value.

Since the earliest times wood has been used in one form or another by mankind. Its ready accessibility, the ease with which it could be worked to shape into any desirable form, its qualities of strength, hardness, resilience, etc., probably account for its extensive use. With the advance of civilization the per capita quantity used has increased rather than decreased, because as civilization advanced new uses were found for this valuable material and new requirements brought about a decided increase for each individual. As it was well stated by Dr. Fernow many years ago, our grandmothers were satisfied with one or two chairs in their parlors, while the present generation requires eight or ten or more, not because we wish to sit on all of them, but because their possession is an indication of our modern standards of living.

While there has been a decided increase of various kinds of wood, there has at the same time been a decided decrease in the use of wood in various fields. This decreased use has been due to the discovery of other materials which are either better adapted than the wood for specific purposes, or because of the differences in cost, and lately because of various economical tendencies brought about by a changed condition of the supply and a changed condition in the attitude of society towards various types of structural material. Whereas in the early days oak and pine were the chief woods used for all purposes, we find a large number of woods now manufactured, all of them with certain specific qualities and all claiming recommendation at the hands of the consumer. With the extraordinary increase in the manufacture of steel, cement, clay products, etc., more intense competition has arisen between these products and wood, all of which has tended to reduce the actual amount used. While this reduction was to have been expected, there is a large amount of criticism aimed at wood which is more or less unwarranted.

This criticism is directed largely at the principal defects of wood, both for construction and ornamental purposes. It is stated among other things that wood is inflammable and consequently a hazardous material to use where the population is concentrated in more or less congested districts, such as in our larger cities and towns. It is furthermore pointed out that wood is liable to decay and that it does not have the permanence of some of the other structural materials. Attention is also called to the fact that the physical characteristics are inferior in some respects to those of other structural materials. Many of these criticisms are without doubt absolutely true, but the mere presence or a defect is not necessarily a reason for condemning a valuable product.

It is my purpose today to dwell briefly on some of the considerations, as I see them, which determine the use of wood, and to outline some of the requirements for the safe and acceptable use as they are viewed by the architect and engineer and the consumer in general.

Wood is specifically valuable because it has a certain strength value and at the same time because it is light and easily worked. It furthermore is still comparatively cheap, readily obtainable in large quantities, and is furthermore capable of being so handled that many of the apparent defects are easily corrected. There is no question but that it is generally recognized that wood is inflammable and will burn, and also that wood will decay, some kinds after very short periods of exposure, others not until they have been exposed for a great many years. The engineer and architect and the consumer generally have certain specific requirements which any material used for a definite purpose must fulfill. Where an engineer constructs a railroad trestle, he knows that the material of which this trestle is to be constructed must be capable of withstanding certain strains, due to the load passing over the bridge. In the same way the architect demands that his material must have a certain stiffness in order to withstand loads of a known value. Both the engineer and architect require that the material placed in any structure must serve as long a time as possible in order to reduce the cost of repairs and the disturbance incident thereto. In addition to the strength and lasting requirements, there are such factors as pleasing appearance, ready and satisfactory application of paints, stains, etc., nail-holding capacity, absence of shrinkage in volume, the maintenance of proper shape, etc.

Confusion and Misunderstanding.

With the large number of woods now available, each with its own peculiar qualities and characteristics, it is not surprising that there is frequently considerable confusion and misunderstanding on the part of the consumer as to what he may reasonably expect of any one or more groups or specific kinds of wood. How is he to find out what kind of wood should be used for a specific purpose? How is he to ascertain, after making a selection, as to whether the particular wood selected is best fitted for his special requirements? The lumberman today, while he may have a general knowledge of the timber as it occurs in the tree, and while he may have a specific knowledge of the wood which he manufactures, frequently and in fact in the majority of cases has no opportunity for telling the consumer anything about this particular kind of wood. His chief aim and purpose hitherto have largely been confined to cutting down the tree, manufacturing it into lumber, and selling it as lumber. With the changed condition of the use of materials and with the increasing demand for specific information about all classes of structural materials, it is no longer sufficient for the lumberman, either the manufacturer or retailer, to have general knowledge; he must have a specific knowledge to meet this increasing demand for information. If there is one point which I would insist on strongly today, it is that the attitude of the lumber industry towards the merchandising and use of lumber in its various forms is undergoing a very radical change, and to call attention to the absolute necessity for actively assisting in disseminating more information about wood and lumber in its various forms among those who are interested in its use.

In order to emphasize this point I would call your attention to the lessons which can be learned from those industries that are actively competing with lumber in the markets of the world. I hold in my hand a number of pamphlets from a number of companies manufacturing cement. I would call your attention to the fact that these are text-books of information and instruction issued by the producers of cement to the consuming public, in which the fullest possible information is given as to the physical and chemical qualities of the material, with specific directions as to how it can be properly used. The most striking part of these pamphlets is the information devoted to a discussion of the failures of the material, with numerous photographs showing failures, and followed by detailed discussions as to the reasons for these failures and suggestions as to how they may be avoided. If I had time I would like to go extensively into this phase of the matter and point out what the steel industry is doing in this regard, also what the brick people are doing, but most of you can readily obtain this information yourselves.

All I wish to do is to point out the desirability of your considering the way in which the so-called substitute materials are advancing the cause of their industry. If I were to sum up their attitude, it would be that they are making it their particular business to know more about their particular product than anyone else; that they investigate the nature of their product from every possible viewpoint; that they maintain extensive investigating laboratories with highly trained experts, and that from time to time, through their publicity departments, they give the public the advantage of the information so secured in very attractive and readable form, such as those which I have before me. They not only issue these pamphlets; they go a step further, and by means of carefully considered advertising they call the attention of the prospective consumer to the reasons why their product is specially adapted for various purposes. Their agents visit the prospective user and advise with him as to the best methods for getting the best service out of their material. In other words, each industry makes it its particular business to stand as the advance agent of its own material, to know more about it than anybody else, and above all else they make it their special business to let everybody know about it.

What Have the Lumbermen Done?

If we turn to the lumber industry, what have the lumbermen of the country done to meet this changed condition of utilization of their product? I have only one instance to cite which is at all comparable to the policy pursued by the manufacturers of cement, steel, brick, etc., and that is the work which has been done by the Southern Cypress Manufacturers' Association under the able leadership of its secretary, George E. Watson. Most of you are familiar with what this association has done, and I need not go into details farther than to say that the keynote of the work of the cypress association has been to first of all find out what cypress wood was good for; to investigate its uses in all parts of not only this country, but abroad; and when they had found out what the wood was good for, they told about it in pamphlet form, in magazines and exhibitions, and they told about it not once but many times. The work which the cypress association has started has been pursued with vigor, and if in order to believe what their work has done, may I respectfully suggest that they ask the secretary? It would have been impossible to have accomplished what the cypress association has done without a strong realization on the part of the members of this industry that they had a valuable product, but that it was necessary for them, however, to let others besides themselves know this, and when once they had called the attention to the superiority of their product along certain lines that they had to continue to do so, and I express no vague prediction when I say that what the cypress industry will do in the future will compare in ways which few of us can appreciate, with what they have done in the past. One reason for their growing success has been their conservatism. They have called attention to specific points for which cypress wood was fit. They have not hesitated to point out that it was not a cure for all things, and if there is one point which I would emphasize with all the strength I can it is that the acknowledgment of defects is as desirable and necessary a part of any propaganda as the emphasis laid upon favorable qualities and applications.

It is an encouraging sign to note that the work that the cypress industry has started has been followed with great rapidity by the other groups of wood, and it is confidently to be expected that the future will show just as favorable results for them as it has for the cypress industry.

This brings me to the statement as to exactly what should be done with the various classes of wood; what the architect, engineer and consumer want to know; what are the qualities of the wood; what uses are they fit for; how can they tell what kind of wood and what kind of grade to buy; how can they obviate defects or shrinkage, warping, checking, decay, etc.? I would classify the lines of investigation into two broad groups: studies of quality and adaptability and studies of obviating such defects as decay and the lack of fire resistance.

The National Lumber Manufacturers' Association recently has created a branch of its work to be known as a technical department, for which they have honored me by entrusting same to my care, and it may not be out of place to say a few words as to what such an office can be expected to accomplish, not only for the national association, but what such an office can be expected to do for the individual associations. In the first place, a vast amount of specific information concerning the qualities of wood and their fitness for various purposes is being developed every year by the United States Forest Service, at state universities, by the state forest and conservation commissions, in laboratories of our universities and colleges, and not only through these agencies in the United States, but through similar agencies in Canada and other parts of the world. Many of these investigations are necessarily directed towards specific problems, such as strength, durability, hardness, decay resistance, etc. Much of the information is in scattered form, where the individual interested in the use or manufacture of lumber would not be liable to see it.

One of the chief functions of the new office will be to keep the secretary's office advised of any developments pertaining to the lumber industry as a whole as far as this pertains to technical questions of use and adaptability for general purposes. Among such broad problems there comes first and foremost the question of rendering wood more or less fireproof. We have already undertaken a consideration of this broad problem in cooperation with the National Fire Protection Association, and it gives me pleasure to announce today that the executives of this association are favorably disposed toward the creation of a committee for the consideration of wood in all its phases. Quoting from the April number of the quarterly of this journal, it states:

"The executives of the National Fire Protection Association are favorably disposed to the appointment of a committee to investigate the subject of the fire retardant treatment of wood. The general condemnation of wooden shingles, wooden window frames and the use of wood trim in

[illegible]

[illegible] have so assured Franklin K. Wentworth, the secretary and treasurer of that association.

[illegible]

[illegible] I would [illegible] It is [illegible] used [illegible] treated lumber. The railroads hitherto have been the largest consumers of [illegible] tion of wood should not be applied on the farm and in the household [illegible] where the [illegible] should visit and study with great care, because it has behind it possibilities for future development which many of us do not as yet thoroughly appreciate.

In conclusion, permit me to summarize [illegible] I have hastily outlined, namely, the necessity for a closer contact [illegible] and the consumer. The producer of lumber must tell the consumer what the good and bad points of his articles are, and the consumer has a right to expect this. The results of such closer coöperation will be that wood [illegible] the way we use our natural resources. We are less liable to waste and misuse that for which we have a high appreciation. The average man and woman will handle material which they understand more intelligently than that which is purchased in a haphazard way. I personally feel that a policy such as I have outlined will materially increase the respect which every citizen of this country has for wood in its various forms, and with an increased respect for the material will come a better feeling towards the [illegible] a better appreciation of the desirability for conservative operations and [illegible]

# *The Mail Bag*

Any reader of HARDWOOD RECORD desiring to communicate with any of the inquirers listed in this section can have the addresses on written request to the Mail Bag Department, HARDWOOD RECORD, 537 South Dearborn Street, Chicago, and referring to the number at the head of each letter and enclosing a self-addressed stamped envolepe.

### B 727—Wants Names of Sawmills in Pennsylvania and Surrounding Territory Manufacturing Beech, Birch and Maple Lumber or Flooring

[illegible] birch, either singly or combined, in ten hours. A flooring company would also do. The object is to obtain sufficient refuse for a distilling plant that might be installed under suitable conditions.

[illegible] territory who might do. Others interested should write HARDWOOD RECORD.—EDITOR.

### B 728—Wants Brown Ash

Philadelphia, Pa., April 25.—Editor HARDWOOD RECORD: Will you [illegible]

[illegible] & Co.

[illegible]

### B 729—Legal Opinion Regarding Request of Refund of Advance on Defective Car

St. Albans, W. Va., April 30.—Editor HARDWOOD RECORD: Sometime ago you devoted a page in the paper to decisions in courts of different disputes that had come up in selling and buying lumber. We now have [illegible] a given grade, and when the car was delivered it was found to be of a lower grade and entirely unfit for our use. We refused this car and asked for a refund of the money we had advanced, this advance being made while the car was in transit, and the shipper did the inspecting and loading at point of shipment, we never having seen the car until it was delivered.

Have you a court decision in a matter of this kind, or have you any [illegible] and ourselves so as to eliminate further trouble?

This inquirer has been advised that the law of the question is thus stated on page 614, 35 Cyc., a set of law books which can be found in most towns.

"Where the price has been paid in advance and the goods delivered are of such inferior quality as to warrant their rejection, the buyer may recover the amount so paid, unless he retains the goods and continues to use the goods for his own benefit. The mere fact that the goods were defective does not, however, give him a right to recover the price, if paid after the goods were delivered."

These rules of law are sustained by several appellate court decisions, none of which, however, seems to have arisen under a sale of lumber in West Virginia. It seems quite certain that no authoritative court decision can be cited against the proposition that on the face of it in this case the right to recover the money advanced is apparent.—EDITOR.

### B 730—Wants Red Cedar Dimension

Liverpool, England, April 23.—Editor HARDWOOD RECORD: We are in the market for considerable quantities of red cedar in the following [illegible] are the sizes in which the stock is usually manufactured, and the pencil manufacturers in this country are better able to cut their requirements from such blocks, although there are some who prefer the slats.

Anyone interested in this inquiry can have the address on application to this office.—EDITOR.

### B 731—Wants Market for Shellbark Hickory Bolts

Minneapolis, Minn., April 29.—Editor HARDWOOD RECORD: We want information as to who can use shellbark hickory bolts. This is genuine shellbark, second growth, and is loaded in northeastern Iowa. Think same would be of value to specialty workers in hickory.

Anyone desiring to get in touch with the party should write HARDWOOD RECORD.—EDITOR.

### B 733—Information Regarding White Holly

The last issue of HARDWOOD RECORD contained an inquiry from an Ohio concern regarding a market for and prices on white holly. Together with other information, HARDWOOD RECORD suggested that this wood had been sold as high as $100. HARDWOOD RECORD has just received the following letter from a prominent eastern hardwood firm telling of its experience with holly:

Philadelphia, Pa., April 29.—Editor HARDWOOD RECORD: Referring to B 721, May Bag Section, we are [illegible] in Philadelphia which must be practically all flitch-sawn with a considerable quantity [illegible] price as was mentioned in HARDWOOD RECORD. As to the party who has holly for sale, we would be glad to be put in touch with him.

### B 734—To Prevent Checking of Hickory

The April 25 issue HARDWOOD RECORD contained an inquiry from a southern concern asking for information as to methods of preventing checking of hickory. The following letter is a comment on that article with additional suggestions:

Philadelphia, Pa., April 29. Editor HARDWOOD RECORD: In connection with "Mail Bag B 719," appearing in your issue April 25, we are of the opinion that if the party using the hickory would pile the same on its end in a dark place without having the sticks too open so that it would not dry too fast, the checking would be materially reduced. We are also of the opinion that if the party will pile this hickory in sawdust or some other material that will keep the light from it, the percentage of checking will be still further reduced.

### B 732—Market for Dimension Stock

Defiance, O., April 29. Editor HARDWOOD RECORD: We are in the market for a considerable amount of stock and are taking the liberty of attaching a list of material which we would like to buy. If you can, without any great inconvenience place these items in the hands of firms who could furnish the material, we will appreciate the courtesy.

National Hardwood Lumber Association inspection rules govern. Inspection is to be made in Defiance, O., and prices quoted should be for material delivered at the plant in Ohio.

SAND BOARDS
200 pieces 3⅞x3¾—4 feet.
1,250 pieces 3⅞x4 —4 feet.
3,800 pieces 4⅛x4⅛—4 feet.
100 pieces 4⅜x4⅜—4 feet.
200 pieces 4½x4½—4 feet.
Above lengths or multiples.
Must be tough, straight grained and free of defects.
White oak, black or shellbark hickory—no pecan or bitter hickory accepted.

FRONT BOLSTERS
150 pieces 3¼x4⅝—4'2".
450 pieces 3½x4⅞—4'2"
2,350 pieces 3¾x5¼—4'2".
600 pieces 4 x5½—4'2"
100 pieces 3¼x4⅝—4'6"
250 pieces 3½x4⅞—4'6"
1,200 pieces 3¾x5¼—4'6"
300 pieces 4 x5½—4'6".
Above lengths or multiples.
Must be tough, straight grained, free of defects.
White oak, black or shellbark hickory—no pecan or bitter hickory accepted.

TRUCK BOLSTERS
150 pieces 3¼x6⅛—4'2".
450 pieces 3½x6⅝—4'2".
2,100 pieces 3¾x7⅛—4'2".
150 pieces 3¾x7¾—4'2".
100 pieces 3¼x6⅛—4'6"
250 pieces 3½x6⅝—4'6"
1,050 pieces 3¾x7⅛—4'6".
100 pieces 3¾x7¾—4'6"
Above lengths or multiples.
Must be tough, straight grained and free of defects.
White oak, red oak, hard maple.

AXLES
500 pieces 4 x5—5½ or 6 feet.
3,000 pieces 4¼x5½—5½ or 6 feet.
500 pieces 4½x5¾—5½ or 6 feet.
Above lengths or multiples.
Must be tough, straight grained and free of defects.
Black or shellbark hickory—no pecan or bitter hickory accepted.

—— COMPANY.

# *Clubs and Associations*

### Program of the National Hardwood Lumber Association

The official program of the seventeenth annual convention of the National Hardwood Lumber Association to be held on Thursday and Friday, June 18 and 19, at the Hotel Statler, Buffalo, has just been issued. The program includes two days' session, opening at 9:30 a. m. on Thursday with the registration of members. The first regular transaction of business will start at 10:00 a. m. with an address of welcome by Hon. Louis P. Fuhrmann, mayor of Buffalo. Arthur W. Kreinheder, president of the Buffalo Lumber Exchange, will follow with an address of welcome on behalf of the lumbermen of Buffalo. Following this will come reports of officers including an address by the president, Charles H. Barnaby, and Frank F. Fish, secretary, and reports of the standing committees, including committee on forestry by John M. Woods, special committee on overweight claims by James E. Stark, transportation committee by Emil Guenther and waterways by Ed. T. Miller. Adjournment will take place at 1:00 p. m. to permit the members and guests making a trip to Niagara Falls, described later.

The Friday session will open at 9:30 a. m. with a report of the inspection rules committee delivered by E. W. Chamberlin, chairman. E. F. Trefz, field secretary of the Chamber of Commerce of the United States, will then deliver an address, which will be followed by a report of the committee on officers' reports. The subject of new business will be the last discussion of the morning session and the afternoon session will be started with unfinished business, after which will come a report of the committee on resolutions, followed by the election of officers to serve one year and election of seven directors to serve three years.

The most important feature of the entertainment program is the trip to Niagara Falls, which will take place on Thursday afternoon, this being tendered by the Buffalo Lumber Exchange. Members and guests will board special traction cars, which will be waiting in front of the convention headquarters, at 2:30 p. m. The cars will then proceed to Niagara Falls, crossing the river below the Falls, thence on down the west bank, making stops opposite the Horse Shoe Falls, at the Whirlpool, Brock's Monument and other points of interest. From Brock's monument they will re-cross the river, then follow the East Bank, passing close to the water's edge, to the City of Niagara Falls, there again crossing to the Canadian side where dinner will be served at the New Clifton hotel. After dinner the cars will return direct to Buffalo, leaving the Falls at about 9:30 p. m. A cordial invitation is extended to visiting ladies to take in this trip.

On Friday evening, June 19, a complimentary banquet will be tendered by the National Hardwood Lumber Association and the Buffalo Lumber Exchange combined. This will take place at 8:00 o'clock in the banquet hall of the Hotel Statler. Admission can be obtained only by those holding tickets, which will be given out upon application to the registration desk.

### Program for Gum Meeting

The following has been given out at the offices of John M. Pritchard, secretary of the Gum Lumber Manufacturers' Association, as an outline of the program to be followed during the semi-annual of that body to be held in Memphis at the Hotel Gayoso, May 19-20. This is subject to slight change later, but is substantially correct:

TUESDAY, MAY 19, 10 A. M.

Address of Welcome, C. M. Bryan, city attorney.
Response, a member.
Semi-annual Report, President C. L. Harrison.
Semi-annual Report, Secretary J. M. Pritchard.
Semi-annual Report, Treasurer S. M. Nickey.

AFTERNOON SESSION, 2 P. M.

"Lumber Advertising," A. T. Gerrans, chairman advertising committee, National Lumber Manufacturers' Association.

"Panics and Federal Reserve Banking Act," Dwight L. Armstrong, cashier Commercial Bank & Trust Company, Memphis.

"Coöperation in Business," John W. McClure, Bellgrade Lumber Company, Memphis.

"Hardwoods Products Exposition," Thomas W. Fry, secretary Chas. F. Luehrmann Hardwood Lumber Company, St. Louis.

WEDNESDAY, MAY 20, 10 A. M.

"Some Facts About Kiln Drying Lumber," Otis A. Felger, Memphis Band Mill Company, Memphis.

Standing committee reports as follows:
Membership, M. B. Cooper, chairman.
Assessments, J. W. McClure, chairman.
Finance, F. B. Robertson, chairman.
Complaints, W. C. Bonner, chairman.
Advertising, F. R. Gadd, chairman.
Entertainment, H. B. Weiss, chairman.
Office Room, Furniture and Fixtures, J. W. McClure, chairman.
Special Report Committee on Technical Research, R. M. Carrier, Sardis, Miss., chairman.
General Discussion.
New Business.
Adjournment.

### Convention of Furniture Men

It is expected that several thousand furniture men will attend the convention at the Congress Hotel, Chicago, May 13 and 14. Representatives of all the furniture associations will be present. The program includes a banquet at the Congress Hotel, where R. W. Irwin of Grand Rapids, Mich., will be toastmaster. Forrest Crissey of the Saturday Evening Post will speak on "Team Work Between Associations." Milo D. Campbell of Coldwater will speak on "The Square Deal in Business." The national speaker will be on this program. The program for the meeting the following day will be as follows: "What Has Been Accomplished by Association Work," A. O. Foster, Utica, N. Y., president, Metal and Spring Association; "What Can Be Accomplished by National Effort in Cost Accounting," Frederick B. Smith, Detroit, chairman Parlor Table Manufacturers' Association; "Grading of Hardwood Lumber," G. A. Buckstaff, Oshkosh, Wis.; "Manufacturers' Protective Association," Charles R. Sligh, Grand Rapids; "Freight Classification of Furniture," C. F. E. Luce, Grand Rapids, secretary National Commercial Fixtures Association; "Credits and Collections," M. Wulpi, Chicago, secretary Extension Table Bureau.

### Will Meet at Winnipeg

The lumbermen of Northwestern Canada will hold a four-day convention next September in Winnipeg, and are planning an elaborate affair. A general invitation has been extended to lumbermen this side the line to meet with them, and they are promised a series of excursions which will leave a lasting impression. Those who wish more particulars are advised to write to J. Hooper, chairman lumbermen's publicity committee, 322 Donald street, Winnipeg, Manitoba.

### North Carolina Forestry Association

[illegible]

### Cincinnati Lumbermen's Club Annual Meeting and Election

[illegible] the regular ticket predicted the election of its entire ticket regardless of the numerous pledges the other side claimed to have, and the independent ticket campaign committee was equally confident of success. The result proved that three on the regular ticket, the president, secretary and treasurer, won and the first and second vice-presidents on the independent ticket were chosen, all elected by close margins except the contest for secretary, which was quite a one sided affair. The new officers of the club for the ensuing year will be Alex. Schmidt of the Francke Lumber Company, president; N. Dwight Hinckley of the Dwight Hinckley Lumber Company, first vice-president; Geo. Hand of the Bayou Land & Lumber Company, second vice-president; J. A. Bolser of the Blackburn & Bolser Company, secretary (elected for the sixth consecutive year), and Harry Hollowell of H. A. Hollowell & Co., treasurer. President Hagemeyer in his farewell address went over the work of the club during the past year and showed that the club had accomplished much and had accepted to membership seventeen new firms.

At the conclusion of his address President Hagemeyer installed the newly elected president, who at once caught the large assemblage by his very enthusiastic and frank declaration of his ideas which, according to the applause after he had concluded, met with much approval. After [illegible] all of the other candidates, both elected and defeated, for short addresses he proceeded with the meeting under the head of new business. The question as to the club's attitude [illegible] the carpenters' strike which is on on account of the refusal of the contracting builders to accede to their demands that all millwork shall come from union mills. After the discussion that followed there was no question as to where the lumbermen stood on this proposition and resulted in a special meeting being called for noon, Friday, May 8, when all contracting builders, planing millmen, furniture manufacturers, box manufactures and other woodworking factory proprietors in Cincinnati, Newport and Covington will be asked to attend a luncheon where the whole situation can be gone over thoroughly, the lumbermen going on record as supporting the employers and condemning the demands made by the striking carpenters.

A committee, consisting of S. W. Richey, chairman; J. Watt Graham and Chas. F. Shiels, was appointed to draw up suitable resolutions on account of the death of W. A. Bennett and at this meeting the resolutions were submitted and ordered spread upon the minutes and a copy sent to the family.

The "square deal" policy of the club was again very much in evidence, the following committee being appointed to settle a dispute between a club member and an Arkansas lumber firm; T. B. Stone, chairman; S. W. Richey and E. O. Robinson.

[illegible] donated $100 to the publicity fund of the [illegible] to help out on the $100,000 fund it is raising to advertise the city.

### Meeting of Memphis Club

The Lumbermen's Club, of Memphis, at the regular semi-monthly meeting of that body held at the Hotel Gayoso, May 2, adopted by unanimous vote vigorous resolutions protesting against the report of the Bureau of Corporations at Washington charging that lumber interests of the country generally have been in combination to restrict the production and to control the prices of lumber and that they have maintained a lobby at Washington for the purpose of influencing legislation. The resolutions [illegible] Stark & Co. and were referred, after passage, to the standing committee on resolutions, in order that they might be put in proper shape for forwarding to the Bureau of Corporations at Washington and for publication in the lumber trade press. The views as expressed by members of the club in these resolutions may be accepted also as those of members of the National Hardwood Lumber Association, the Hardwood Manufacturers' Association, the National Wholesale Lumber Dealers' Association and other organizations [illegible]

J. W. McClure [illegible] is affiliated with the latter and all affiliated organizations are allowed [illegible]

[illegible] ago, the former as the representative of the Lumbermen's Club and the latter of the Business Men's Club. Mr. Rush thought that the through service would be inaugurated with little delay for a trial of six months, later action depending on the outcome of the experiment. There is a stopover of two hours between Memphis and Louisville at Guthrie, Ky., and the through sleeping car service is desired to eliminate this. The [illegible] other points between Memphis and that city.

The club endorsed the movement explained by W. C. Dutlinger looking to the assessment of a small tax for several years to raise funds for the building of an auditorium to enable Memphis to take care of its increasing conventions. Mr. Dutlinger is chairman of the auditorium committee of the Business Men's Club and that organization is also committed to the plan in question.

### Annual Convention of National Association of Manufacturers

An innovation in the treatment of unemployment, namely, a discussion of the subject by leaders of industry representing establishments furnishing occupation for forces of workmen numbered by thousands, by hundreds and also in smaller groups, is promised as one of the special features of the nineteenth annual convention of the National Association of Manufacturers, to be held at the Waldorf-Astoria, New York City, May 19 and 20. Unusual interest attaches itself to the unemployment conference for the reason that the convention, which will bring together many hundreds of manufacturers from all parts of the country, will afford the spectacle of a gathering seeking an intelligent solution of a nation-wide problem, the essential facts of which they themselves best understand. Business conditions of the country, the deterring influences now operating with respect to trade activities, and also the prospects in all the main lines of industry, will be treated in detail.

### New Association for Arkansas

A number of stave mill operators and sawmill men met in the travelers' rest room of the Marion hotel in Little Rock on Monday afternoon, May 4, and perfected an organization to be known as the Arkansas Forest Products Association. The membership of the organization will include all manufacturers using rough material and men and concerns interested in any way in the shipment of rough material in Arkansas. The temporary organization as formed at the initial meeting has for its officers, Henry Wrape of the Henry Wrape Company, stave manufacturer of Jonesboro, Ark., president, and J. R. Hamlen of the J. H. Hamlen & Son Stave Company of Little Rock, secretary.

According to J. R. Hamlen, who has been instrumental in perfecting the organization, the object of the association will be to unify the common interests of its members and to give proper protection to its members in the matter of rates on rough material and in other ways.

Another meeting of the organization will be held in the near future, upon call of the temporary president, at which time a permanent organization will be formed. It was the opinion of those present at this first meeting that a full membership should be obtained and then a permanent organization perfected.

## *With the Trade*

### South Carolina Red Gum

The Columbia Veneering Company, which is building a plant at College Place, near Columbia, S. C., expects to do something toward exploiting the red gum which abounds in that region, and which has heretofore been but little employed there in the making of furniture. This wood lends itself readily to use as veneer and has already been worked up advantageously in that form by northern manufacturers.

### Firm's Career Linked with Historical Happenings

The career of Richard P. Baer & Co., manufacturers of and dealers in hardwoods, has become in a way associated with events in recent American history. It was on the eve of the breaking out of war between the United States and Spain, in 1898, that the members of the present firm, going up Baltimore street, were casually informed by A. I. Lyon, a hardwood man, that he wished to retire. The question of taking over the business was naturally mentioned, and the Messrs. Richard P. and M. S. Baer then and there made a proposition to buy Mr. Lyon out, the deal being closed in a few minutes. The next day came the war. On the sixteenth anniversary, which was quietly observed in the firm's offices

in the Maryland Casualty building tower. M. S. Baer incidentally recalled the circumstances attendant upon the entrance of the brothers into business, saying he wondered if another war would begin on the succeeding day. The capture of Vera Cruz followed, and now every one in the office is speculating on what will happen on the twentieth anniversary. Since that beginning sixteen years ago the firm has made great strides, and has become one of the principal factors in the hardwood business here, maintaining not only extensive domestic connections, but also engaging in the export business to a considerable extent.

### Branch Belting Office in San Francisco

A branch office has been opened in San Francisco by the Chicago Belting Company, and it will be under the management of W. M. Shear, assisted by W. A. Daggett and F. H. Kruger. Business connections on the Pacific Coast have been perfected by this company which give it a strong position in the trade of that region.

### Construction Company Incorporated

The Nolan Construction Company, with a capital of $50,000, was recently incorporated and will establish headquarters at Duluth, Minn. The incorporators are John Nolan, John T. Kenny and E. J. Kenny of Duluth.

### New Box Factory at Milwaukee

Work has begun on a new box factory in Milwaukee on the site formerly occupied by the Collar Lumber Company. The new factory is owned by the Lincoln Box Company of Merrill. It is expected that the building will be completed and ready for work early in June.

### New Mill Probable for Memphis

Plans have been made for a double sand sawmill at Memphis, Tenn., by the Green River Lumber Company on the site of its present plant. Specifications have been opened but actual work of construction will not begin until a considerable quantity of timber now in the yards of the firm has been converted into lumber to be used for the filling of orders while the new mill is being constructed. The Green River Lumber Company is one of the firms controlled by the Nickey interests.

### Louisiana Mill Changes Hands

The sawmill formerly owned by the McCallum interests near Kentwood, La., was recently bought by the United Sawmill Company of New Orleans. The plant consists of a sawmill, shingle mill, and an extensive boundary of hardwood timber. It is the purpose of the purchasers to begin operations at once. The sawmill's capacity is 25,000 feet daily.

### New Hardwood Plant in Georgia

The J. S. Morton Lumber & Timber Company has been formed at Macon, Ga., with a capital stock of $200,000, to erect a modern hardwood timber plant. The organizers and incorporators of the concern are J. S. Morton of Macon and George Thomas, D. J. Vail, F. B. Morton, Jr., and J. E. Harrop of Ohio.

### Louisiana Mill to Resume

According to current report, the Dixie Lumber Company's mill at Alpena, La., will soon resume operations after a period of idleness. It is said that the company has been reorganized and that when the mill starts it will be under control of the following: A. L. Stevens, Detroit, Mich., president; B. F. Moore, vice-president; Geo. H. Leathers, secretary.

### Cutting Mississippi Hardwoods

The Mississippi Hardwood Company, which recently bought the timber holdings and plant of the South Mississippi Lumber Company in the vicinity of Jackson, Miss., is in active operation, cutting from 25,000 to 30,000 feet daily of oak, ash and poplar lumber. The Mississippi Hardwood Company is composed of the stockholders of the Wilson Lumber Company of Toronto, Ont., and A. J. Morris. Mr. Morris is resident manager of the Mississippi operation. The stock on hand at time of sale, cut by the Mississippi Lumber Company, was not taken over by the new owners, but is being rapidly moved by the former owner, J. T. Spagins.

### Mill About to Begin Operations

A practically new mill is about ready to begin operations at Houghton, Mich. It is the mill of the Dollar Lumber Company. It had stood idle for some years, and has been practically rebuilt and new machinery has been installed. The mill formerly was operated by the Dollar Bay Land & Improvement Company, a Calumet & Hecla subsidiary. The company logged at points on the Mineral Range and the Copper Range in Houghton county during the winter and expects to make a cut of 8,000,000 feet, principally of hemlock, during the summer.

### Rebuilt Mill at Ontonagon

The old Corwin mill at Ontonagon, Mich., has been cutting lumber after a period of idleness. It was purchased and rebuilt by John Hawley of that place. It is the plan of the new owner to saw about 3,000,000 feet at that place.

### Will Operate With Electricity

The Southern California Hardwood & Manufacturing Company, Los Angeles, Cal., will install equipment for electric drive consisting of sixty-one motors ranging from two to 100 horsepower, accessories, etc. The Red River Lumber Company, Minneapolis, Minn., has recently ordered additional apparatus for its plant at Westwood, Cal., comprising a 35 kw. Curtis turbo-generator set and switchboard panels. The material will be furnished by the General Electric Company.

SINGLE PLY ROTARY CUT

Thin Lumber and Veneers, Poplar, Gum, Oak, Yellow Pine and Cypress

The best that choice logs, 1914 Equipment, and long experience can produce.

WRITE FOR OUR LIST OF RANDOM AND OFF SIZES AT ATTRACTIVE PRICES

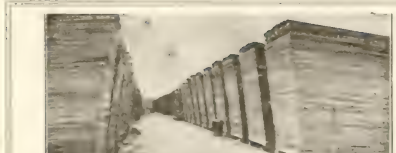
Old Dominion Veneer Company
NORTH EMPORIA, VIRGINIA

Birch Veneers. Also Elm, Maple and Basswood
WE MANUFACTURE FINE ROTARY CUT
STOLLE LUMBER & VENEER CO, Tripoli, Wis.
LET US QUOTE YOU

JAMES & ABBOT COMPANY
Lumber and Timber
No. 165 Milk St., BOSTON, MASS.

The White Lake Lumber Co.
Peoples Gas Bldg., CHICAGO, ILL.
Northern and Southern Hardwoods
CAR STOCK
WHITE PINE YELLOW PINE
*High Quality—Prompt Delivery*
WE WANT TO MOVE AT ONCE
10 cars 1" No. 1 Common Basswood
5 cars 1" No. 2 Common Basswood
30 cars 1" Red or White Oak, all grades
40 cars 1" Red and Sap Gum, all grades
*Send us your inquiries*
The last two items are but one-half dry

ITEMS OF INTEREST
DRY STOCK
PROMPT SHIPMENT
3 CARS 4 4 No. 3 COMMON BIRCH ROUGH
1 CAR 5 4 No. 3 COMMON BIRCH ROUGH
1 CAR 4 4 No. 3 COMMON BASSWOOD ROUGH
2 CARS 8 4 No. 3 COMMON BASSWOOD ROUGH
1 CAR 4 4 No. 3 COMMON ASH ROUGH
3 CARS 5 4 No. 3 COMMON ASH ROUGH
2 CARS 6 4 No. 3 COMMON ASH ROUGH
2 CARS 4 4 No. 3 COMMON SOFT MAPLE ROUGH
1 CAR 4x5 and 4x8 HARD MAPLE BOXED HEARTS
1 CAR 4x5 and wider ROCK ELM BOXED HEARTS
STEVEN & JARVIS LUMBER CO.
EAU CLAIRE WISCONSIN




**Dermott Land and Lumber Company**
**DERMOTT, ARK.**

All Wood Finishers
should use our NATURAL RUBBING OIL, "ZERO" BRAND, "Direct from Well to Consumer."

*Zero Brand Reg. U. S. Pat. Office.*

**STILES BROS.**
**Parkersburg, West Va.**

Producers of Pure Natural West Virginia Lubricating Oil
SAMPLE ON APPLICATION

¶ Fitzgibbons & Krebs Patent Elevated Traveling Derrick propels itself on 28-ft. gauge track.

¶ No guy wires.

¶ Write to O. M. Krebs, Mallory Branch, Memphis, Tenn., or to P. F. Fitzgibbons, Chattanooga, Tenn., for pamphlet fully illustrating and explaining the derrick.

Also ask for list of users.

### Success of Profit Sharing Plan

The Cypress Lily Lumber Company, of Grand Ridge, Mass., has announced the success of its plan to distribute profit sharing bonds to employes and employees. All men who have worked on the plan and have steadily made monthly payments of a specified value who had for [illegible] a year or more, received [illegible] by the known [illegible] Many could earn more; they would be thrifty. The [illegible] a week and [illegible] The company points out that many [illegible] a similar method of saving and spending money in every [illegible] The method was designed to suit all parts of the operations, and it proved to be equally successful everywhere.

### Death of T. D. Collins

[illegible] the death [illegible] a wealthy lumberman, whose activities extended to many [illegible] Mr. Collins was [illegible] a pioneer in California, Oregon and Washington, and was likewise interested in extensive timber [illegible] He was [illegible] years old at the time of his death.

### Lumber Mutual Casualty Company Now Completely Organized

[illegible] meeting of the Lumber Mutual Casualty Company was held at the offices of the company, 60 Broadway, on April 22. The meeting completed the formal organization of the company, by-laws being adopted and insurance rates decided subject to approval of the state insurance [illegible]

It was reported that more than the number of employes who already filled in applications was far in excess of that required by law and the company will thus be enabled to begin operations under very favorable conditions. The new company should be in position to effect a considerable saving to its policyholders through a strict specializing business [illegible] conservative inspection system insuring only the best risks.

### New Michigan Hardwood Firm

Messrs. John H. Moore, Muskegon, Mich., as president of the newly incorporated Michigan Forest Products Company which has been organized at Muskegon, with an authorized capital of $100,000. The company secured a tract of 2,100 acres of hardwood in the upper peninsula. C. L. Lansbury is treasurer and general manager, and David and Benjamin Wood and C. L. Lockwood, Jr., are members of the company. David Wood is vice-president and Mr. Lockwood, secretary.

### Tennessee Oak Flooring Company Now Operating Large Bandmill at Jackson

Some time ago the Tennessee Oak Flooring Company of Nashville, Tenn., closed a deal whereby it acquired the sawmill and other property of the [illegible] Lumber Company [illegible] Jackson, Tenn. This is a modern hardwood manufacturing plant of good proportions, which had formerly been controlled by the Tennessee Hardwood Lumber Company.

Equipped with this excellent mill arrangement, the Tennessee Oak Flooring Company will not only be equipped to supply a considerable stock of southern oak for its big Nashville flooring plant, but will have considerable additional stocks for general sale to the hardwood consuming trade.

## *Pertinent Information*

### Arguments on Memphis to Nashville Rates

Commissioner Mines of the Interstate Commerce Commission heard [illegible] on May 9 at the [illegible] at Nashville in the case filed against the freight advance on lumber from Memphis to Nashville. The complaint was filed sometime ago against the Louisville & Nashville and the argument mainly at the hearing was as to whether or not the advance would be allowed to stand.

### Forestry School for Montana

The Montana legislature has provided the funds for a school of forestry at Missoula, as a department of the state university. This enables the university to offer a four years' course of study in forestry in which the professional training of men for the management and utilization of western forests may be carried on. The courses, as now prescribed, follow largely the recommendations and directions of prominent lumbermen and the administrative officers of the national forests located in the West and are essentially planned to give more [illegible] training in the actual field work of forest management and in logging and lumbering and other means of forest utilization.

### Arkansas Rate Matters

On April 29 the Arkansas Railroad Commission met in its office at Little Rock at 10 o'clock a. m. and took up the matter of the Rock Island proposition to compromise claims for refund against that road arising out of overcharges occurring during the pendency of the Arkansas rate case. In response to a notice which had been given by the railroad commission a large number of shippers and consignees were present at the meeting and heard Judge Joseph M. Hill, of Fort Smith, chief

counsel for the state and railroad commission in the rate cases, explain the details of the proposition as submitted by the Rock Island Railroad. The substance of the proposition is as follows:

First, that the injunction suit which temporarily enjoined the state freight and passenger rate cases be dismissed and that the state freight and passenger rates remain in force on the Rock Island lines in Arkansas, the railroad, however, not waiving any right to contest such rates in the future as confiscatory.

Second, That the railroad pay the overcharges at passenger fares which have occurred during the pendency of the rate cases in assignable mileage in lieu of cash, provided that said sum so paid by the railroad shall not exceed $250,000, and provided further that if such sum is not sufficient to pay all claims filed and proved for passenger overcharges said amount will be prorated among the various claimants.

Third, that $100,000 in cash be paid by the railroad to liquidate the claims for freight overcharges arising during the pendency of the rate case, provided that in case said sum is not sufficient to pay in full the claims proved up for such overcharges the said sum shall be prorated among the various claimants, and provided further that any surplus from said sum, not needed to pay claims for overcharges, shall go to the state.

Fourth, that the railroad company will pay the sum of $2,500 into court to be used toward defraying the expense of auditing and disbursing said refund.

Following the explanation made by Judge Hill a discussion was had among the interested shippers and consignees, and by unanimous vote Judge Hill, together with the Arkansas Railroad Commission and the attorney-general, was instructed to accept the compromise offered by the railroad. It had previously been announced that on May 5 Judge Trieber of the United States District Court of this place, who has jurisdiction of the rate cases, would hear all parties interested in the controversy. However, on May 5, it developed that Judge Trieber was unexpectedly called away from the city, and the hearing took place on May 6.

On motion Judge Joseph M. Hill was also instructed to ask the court to fix a time limit of ninety days from the date of entering the decree for filing claims for refunds, it being thought that this would give sufficient time for all parties to get their claims filed. It was stated that the railroad company would pay the money into court in due time, and that as soon as the claims are filed and audited, the money will be forthcoming.

### Car Surplusage and Shortage

Statistical Bulletin No. 167, issued by the American Railway Association, dated May 2, shows a surplus of cars on the various lines of reporting railroads May 1, 1914, of 230,533 cars. On April 15, 1914, 213,324 cars and on May 1, 1913, 53,977 cars. The bulletin in this instance goes back further than usual, showing the surplus on April 25, 1912, April 26, 1911, April 27, 1910, respectively, as follows: 151,186, 189,574 and 102,985.

The total shortage on May 1, 1914, was but 1,951 cars as compared with 455 cars on April 15 of this year. On May 1 a year ago the shortage was 14,178. The shortages for April 25, 1912, April 26, 1911, April 27, 1910, were 12,395 cars, 2,518 cars and 5,766 cars.

It can be readily seen from this that the condition of trade last year was considerably better than at present, showing a materially greater shortage and a surplus that was almost 200,000 less than at present.

### Lumber Report for March

The National Lumber Manufacturers' Association's report of output for March, compiled from figures supplied by affiliated associations, is summarized as follows:

| | |
|---|---|
| Decrease in cut during March, 1914, under March, 1913 | 32,700,000 feet |
| Decrease in shipments during March, 1914, under March, 1913 | 63,000,000 feet |
| Excess shipments over cut during March, 1913 | 55,200,000 feet |
| Excess shipments over cut during March, 1914 | 4,300,000 feet |

### Furniture in Island of Martinique

Consul Thomas R. Wallace writes from Fort de France that Martinique is well supplied with cabinetmakers who produce furniture mostly in the French style, hence little is imported. Furniture imported from America consists of chairs, roll-top desks and sectional bookcases.

### New Ply Woods From Japan

Japan is now introducing two new woods in Germany, especially adapted for ply wood and known as tamo, a substitute for oak, but much cheaper, more easily worked, and of a very suitable color for the German taste, and sen, a substitute for ash. This wood has been placed upon the market and advertised widely from Hamburg.

### Victory for Memphis in Through Bill Controversy

According to advices received here by J. H. Townshend, general manager of the Southern Hardwood Traffic Association, from the Interstate Commerce Commission, lumber interests of Mississippi, Louisiana and Memphis have won another signal victory before that body. This has come in the shape of dismissal by the commission of the intervening petition filed by the lumber association of New Orleans to prevent continuance of issuance of through bills of lading on export shipments of lumber and forest products. Its dismissal means that lumber interests throughout the territory indicated will be able to handle all of their export shipments on through bills, thus eliminating the serious delay and the heavy expense incident to the handling of such shipments on local bills to New Orleans. The commission ruled in effect that the conditions under which the railroads were issuing through bills on forest products, especially as relating to the absorption of demurrage charges by the steamship companies, is not a discrimination against the members of the New Orleans association


**COLFAX HARDWOOD LUMBER CO.**
MANUFACTURERS
ASH OAK CYPRESS GUM
All stock band sawn, well manufactured, carefully graded, good average widths and high percentage of 14 and 16 ft. lengths.
No manipulation of grades.
Located on La. R. & N. Co. — COLFAX, LA. — Consumers' inquiries desired

**Bluestone Land & Lumber Company**
MANUFACTURERS
WEST VIRGINIA HARDWOODS
Soft White Pine, Oak, Poplar, Chestnut, Hemlock
Band Sawed Stock
MILL FACILITIES COMPLETE PLANING
RIDGWAY PENNSYLVANIA

**CINCINNATI**
**Hardwood Manufacturers and Jobbers**

RIEMEIER LUMBER CO.
OAK, POPLAR, CHESTNUT
SUMMERS AND GEST STREETS

Veneers: CIRCASSIAN WALNUT AND ALL OTHER FIGURED WOODS
THE FREIBERG LUMBER COMPANY
OFFICE AND MILL, CINCINNATI, OHIO

E. C. BRADLEY LUMBER CO.
HIGH GRADE WEST VIRGINIA HARDWOODS
GOERKE BUILDING

SHAWNEE LUMBER CO.
HARDWOODS, WHITE PINE and HEMLOCK
Sales Office—South Side Station—C. H. & D. R. R.

Johns, Mowbray, Nelson Company
OAK, ASH, POPLAR & CHESTNUT
GUM AND COTTONWOOD

JAMES KENNEDY & CO., Ltd.
OAK, POPLAR AND OTHER HARDWOODS
FIRST NATIONAL BANK BUILDING

The Kosse, Shoe & Schleyer Co.
WALNUT, OAK, AND OTHER HARDWOODS
103-4-5 CAREW BUILDING

**Scientific Economists** (3)
preach curtailment of stocks. You can secure this result by buying mixed cars from us, as we can furnish Oak, Poplar, Gum, Ash and other Hardwoods, air or kiln dried; rough dressed or manufactured into
FLOORING, TRIM, MOULDINGS AND ALL CLASSES OF MANUFACTURED ITEMS
THE M. B. FARRIN LUMBER CO.

OHIO VENEER COMPANY
Manufacturers & Importers FOREIGN VENEERS
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DAY LUMBER & COAL CO.
Mfrs. YELLOW POPLAR and WHITE OAK
GENERAL OFFICE—CLAY CITY, KY.

**Harris Manufacturing Company**
Johnson City, Tennessee
**"Harris" Hardwood Flooring and Lumber**

# MEMPHIS

**E. Sondheimer Co.**
Wholesale Manufacturers and Exporters
RED GUM
SAP GUM
COTTONWOOD
CYPRESS
ASH
PLAIN OAK
QUARTERED OAK
HICKORY
SOFT ELM
SYCAMORE
*All Grades and Thicknesses*
We make a specialty of mixed cars of Sap and Red Gum, One-half to Two inches thick.

**DUGAN LUMBER CO.**
Manufacturers and Shippers **Hardwood Lumber**
MEMPHIS TENNESSEE

**TIMBER ESTIMATES**
REPORTS INCLUDED
TOPOGRAPHICAL MAP, DETAIL ESTIMATES & WRITTEN REPORT
GARDNER & HOWE
ENGINEERS
Clarence W. Griffith, Department Manager, Porter Building. Memphis, Tenn.

**Tschudy Lumber Co.**
MANUFACTURERS OF
**St. Francis Basin Hardwoods**
Specials for Immediate Shipment
BAND SAWN. DRY. 60% 14 AND 16 FEET LONG
50,000 ft. 1" 1sts & 2nds Plain White Oak
25,000 ft. 1" Log Run Maple
50,000 ft. 1x13 to 17" Yel. Cottonwood Box Boards
60,000 ft. 1x6 & wider 1sts and 2nds Yel. Cottonwood
Mill & Yards MEMPHIS
ADDRESS CORRESPONDENCE TO GENERAL OFFICE
605 Republic Bldg. KANSAS CITY, MO.

**VANDEN BOOM-STIMSON LUMBER COMPANY**
Manufacturers Southern Hardwoods
Ash a Specialty
Memphis Tennessee

## Building Operations for April

| | | | | |
|---|---|---|---|---|
| Springfield, Ill. | 79,015 | [illegible] | | [illegible] |
| Total | [illegible] | $80,897,259 | | [illegible] |

### Belt Sanding

A copy of an instructive and interesting booklet styled "Belt Sanding" and printed for the C. Mattison Machine Company of Beloit, Wis., manufacturer of woodworking machinery, has been received by HARDWOOD RECORD. The booklet contains a series of practical articles for arriving at a clearer and better understanding of sanding and finishing every kind of furniture and woodwork, and should be read by everyone connected with the trade. The information contained therein is technical and practical and illustrated with pictures showing proper methods used to secure perfect work. This valuable booklet should be in the hands of your superintendent or foreman. You can secure one without cost by writing to the C. Mattison Machine Company, Beloit, Wis.

### Japanese Flooring on Free List

The Treasury Department at Washington has ruled that Japanese oak is not a cabinet wood, and is therefore entitled to come into this country free of duty. This wood has been reaching the Pacific Coast in considerable amounts lately, and comes in direct competition with eastern oaks. It is called Japanese oak because the earliest shipments came from that country, but most of that now on the market comes from Siberia.

# Hardwood News Notes

## MISCELLANEOUS

The Saginaw Wheelbarrow Company, Saginaw, Mich., has been succeeded by the Saginaw Ladder Company.

The Folding Partition Company is the name of a recently incorporated concern which will operate in New York City with a $5,000 capital stock.

The Palmer-McMahon Furniture Company has been incorporated at Lebanon, Ind., with $15,000 capital.

The Stephenson Hardwood Lumber Company has been incorporated at Charleston, W. Va. This company will have a capital stock of $25,000.

The Ahr & Rost Manufacturing Company of Cincinnati, O., sustained an involuntary petition in bankruptcy.

The Pine & Cypress Manufacturing Company has started business at Birmingham, Ala. This is an incorporated concern with $30,000 capital.

The Jackson Lumber & Supply Company started business at Jackson, W. Va. This company is incorporated with a capital stock of $100,000, and will manufacture lumber.

The New Madrid Hoop & Lumber Company, a Missouri corporation, filed certificate with the Secretary of State of Arkansas on May 1. The company proposes to locate a plant at Elaine in Phillips County, Ark., and also proposes to expend at least $8,000 of the company's capital in Arkansas. I. H. Lee is named as the agent for the company in this state.

## CHICAGO

George F. Bean, until recently attorney-examiner for the Interstate Commerce Commission, has opened offices in the Harris building, 72 West Adams street where he will engage in the practice of law, giving special attention to transportation matters.

The Covey-Durham Coal Company announces that it has moved from 203 South Dearborn street to the Manhattan building, 431 South Dearborn street.

On Friday evening, May 8, H. B. Darlington, vicegerent snark of the northern district of Illinois, conducted a successful concatenation in connection with the Forest Products Exposition. A considerable number of worth-while kittens were duly taken into the organization, the ceremony being performed in the annex to the Coliseum. This date, May 8, was constituted Hoo-Hoo day, and several of the more prominent officials of the National organization were in attendance, among whom were the supreme snark of the universe, the supreme custocatian and the supreme secretary. The concatenation was a decided success.

Saturday night, May 2, the Lumbermen's Club of Chicago was the scene of a most successful vaudeville stag, which was arranged for the special entertainment of the many visiting lumbermen brought to the city by the Forest Products Exposition and the various association meetings. The club entertained as guests delegates and members of the National Association of Lumber, Sash and Door Salesmen.

HARDWOOD RECORD has just been advised that the Prendergast Company of Cincinnati, O., moved its offices from the corner of Spring Grove avenue and June street, Cincinnati, to 1210 Second National Bank building, that city.

W. H. Stephenson, supreme scrivenoter of the Concatenated Order of Hoo-Hoo, has been in Chicago for about a week during the Forest Products Exposition, and was in attendance at the concatenation held on Friday.

M. L. Pease of Galloway-Pease Company, Saginaw, Mich., and Poplar Bluff, Mo., is one of the lumbermen who has been putting in considerable time in Chicago on business and also because of the attraction of the exposition.

W. E. DeLaney, Cincinnati, O., W. B. Burke, Charleston, Miss., R. M. Carrier, Sardis, Miss., J. H. Himmelberger, Cape Girardeau, Mo., W. H. Weller, Cincinnati, Thomas W. Fry, St. Louis, C. L. Harrison, Cape Girardeau, Mo., were among the prominent members of the Hardwood Manufacturers' Association of the United States who attended the Forest Products Exposition and stayed over during the remainder of the week.

D. E. Kline of the Louisville Veneer Mills, Louisville, Ky., accompanied by Mrs. Kline, spent most of the last week in Chicago.

C. L. Wheeler of Memphis, Tenn., associated with J. W. Wheeler & Co., Madison, Ark., spent several days of last week with the Chicago trade.

H. H. Stolle of the Stolle Lumber & Veneer Company, Tripoli, Wis., was in the city in attendance at the Forest Products Exposition.

W. W. Dings, secretary of the Garetson-Greason Lumber Company, St. Louis, Mo., put in several days of hard work in Chicago in connection with the exposition, and also attending to the direct business affairs of the company.

## NEW YORK

The Forest Products Exposition, which opens in New York May 21, will be responsible for the largest number of lumbermen visitors ever coming to the big city. Organized delegations will come from the principal markets of the East to view the new woods from the forests of the West, from whence will come shortly large quantities of lumber products. The producing sections of the East, the Atlantic seaboard, the Adirondacks and Canada will be represented in organized exhibits, all adding to the wonderful display of one of Nature's greatest gifts to mankind. Members of the local trade will be in attendance to expound the virtues of the various kinds of lumber and manufacturers of lumber and for the layman special stress will be given to a comparison of wood with substitutes.

W. H. Woodbury, of the Woodbury, Foster Lumber Company, manufacturer and wholesaler of hardwoods at Asheville, N. C., spent a few days recently at the local office of the company. He finds a decided improvement in the hardwood trade with great activity in the lower grades. He finds plain oak in good call from furniture manufacturers, with chestnut and poplar also moving at a good pace.

RED GUM
(Leading Manufacturers)

OUR SPECIALTY
St. Francis Basin Red Gum
WE MANUFACTURE
Southern Hardwoods
Gum, Oak and Ash
J. H. Bonner & Sons
Mills and Office, QUIGLEY, ARK.
Postoffice and Telegraph Office, HETH, ARK.

ARCHER LUMBER COMPANY
HELENA, ARKANSAS
Manufacturers of
HARDWOODS
SEND US YOUR INQUIRIES
We can furnish your entire requirements in Hardwoods
OUR SPECIALTY — RED GUM

# RED GUM

(Leading Manufacturers)

## St. Francis Basin Hardwood

## Geo. C. Brown & Company

(Main Office) **Proctor, Arkansas**

TWENTY MILES WEST OF MEMPHIS ON C. R. I. & P. RY.

## MILLER LUMBER CO.

**Marianna, Arkansas**

We offer for immediate shipment the following stock 12 months and over dry:

10 cars 4-4 13 to 17" Gum Box Boards

THE FOLLOWING NINETY DAYS TO SIX MONTHS DRY:

## Our Corps of Inspectors

Intelligent! Highly Trained!

Conscientious!

is assurance that you will get what your order calls for when you buy Gum from us

**Himmelberger-Harrison Lumber Company**

**Cape Girardeau, Missouri**

## Band Sawed Stock

6 cars 4/4 1sts & 2nds Red Gum
10 cars 4/4 No. 1 Com. Red Gum
10 cars 4/4 1sts & 2nds Sap Gum
20 cars 4/4 No. 1 Com. Sap Gum
4/4 Gum Panel and Gum Box Boards and all grades of 4/4 Oak and Ash

**JONES & DUNN, Jennie, Ark.**

**Manufacturers Band Sawed Hardwoods**


## BUFFALO

The Buffalo Hardwood Lumber Company reports a fair amount of business in oak and birch, though business is not very active. No lake lumber is expected at the yard this summer.

Hugh McLean spent the greater part of the last month on business in the South, visiting his company's mills at Chattanooga and Memphis and looking into the timber situation.

Miller, Sturm & Miller have been receiving supplies of maple and oak and these two woods are moving principally, though business in hardwoods is rather quiet.

The National Lumber Company is building a new warehouse for flooring. When it is finished a larger stock of both oak and maple flooring will be carried in this market.

The Yeager Lumber Company reports trade in hardwoods as rather quiet, although some fair sales have been made this month in plain and quartered oak, among other woods.

The Atlantic Lumber Company has taken the office at the yard of Scatcherd & Son, which has been vacant for some time. It will use it in connection with the large supply of hardwoods it has at this yard.

## PHILADELPHIA

Harry R. Humphreys, president of the Hadentine Lumber Company, Camden, N. J., has just returned from a tour of company's mill connections in the South. He has been able to dispose of high-class material as fast as it comes in, but his tour developed the fact that good dry stock is scarce and prices stiff everywhere.

Fisher Dalrymple, Jr., of the Thomas E. Coale Lumber Company, says there has been no material change in affairs from a fortnight ago, with no prospect of an early improvement in business. A favorable decision of the Interstate Commerce Commission as to increased freight rates will no doubt start buying by the railroads.

Jerome H. Sheip, Inc., whose cigar box lumber plant at Choctaw Point, Mobile, Ala., was recently destroyed by fire, is rebuilding just over the city limits of Magazine, Ala. Jerome H. Sheip, president, says the new plant will be up-to-date in every respect. It will have one of Clark Bros. Company, Olean, N. Y., complete band mills and the latest improved haul-up devices and log loaders; the edgers and trimmers are of special

design. It will have a Berlin twin band resaw, and a steam preparator with transmission of live roll, chain and conveyor belts, by which devices the work of eighteen men and boys will be saved. Two Corliss engines will be installed of 350 and 200 horsepower, both equipped with Dodds Manufacturing Company's latest type rope drives. Drying arrangement will be provided with Whitney's latest ballbearing four-and-a-half cylinders. The planing mill and veneering departments will have the latest type of veneering, gluing and staining machinery and veneer slicer. The new plant will be so equipped that it can if desired do some cutting in hardwoods.

The B. W. Cross Lumber Company reports fair business, but does not anticipate a magnified improvement until the constant agitation in commercial legislation comes to an end.

J. W. Bowers of the S. P. Bowers Company, reports very little buying by the railroads at this time. The company recently engaged A. L. Richardson, 90 West street, New York, as its representative to cover that city and surrounding territory. Mr. Richardson was formerly in business for himself but retired on account of ill health. He is one of the most popular hardwood men in the eastern field.

Isaac W. Coles, father of the well-known wholesale lumberman, John W. Coles, this city, died suddenly April 21, aged sixty-nine years. The heartfelt sympathy of the local trade is extended to his son.

William F. Beggs, head of the firm of John Beggs' Sons, wagon builders, died suddenly on April 25. He was seventy-six years old.

The Lumber Trade Golf Association will hold its ninth annual tournament on the links of the Country Club of Virginia, Richmond, Va., on May 26 and 27. A considerable number of the Philadelphia golfers are preparing to attend the games.

The Philadelphia Lumbermen's Golf Club will play its second game of the season on the links of the Old York Road Country Club, Jenkintown, Pa., May 14. They will be the guests of H. Winfield Allen.

The Baldwin Locomotive Works secured a contract with the Norfolk & Western Railway Company recently for the construction of forty locomotives of the mallet type, to cost about $1,000,000.

## PITTSBURGH

Manager Brown of the hardwood department of the American Lumber & Manufacturing Company, spent a few days in the eastern market recently. He found business dull as a rule and prices inclined to be weak.

E. H. Schreiner Lumber Company, which has been doing business in the House building for about two years, is incorporating with E. H. Schreiner, Solomon George and Stillman E. Steele as members.

A. D. Knapp of the Nicola Lumber Company, spent last week among the mills of West Virginia where he was trying to hurry up much belated shipments.

The Warren Handle Company has broken ground at Cortland, O., on the main line of the Erie railroad for a handle factory. B. F. Parsons is head of the concern.

The Standard Wood Company's big kindling wood factory at St. Marys, Pa., was burned May 2 with loss of $125,000. It will likely be rebuilt.

The Western Lumber Company has moved to the sixteenth floor of the Oliver building where it has better quarters. President W. W. Wilson, Jr., has been pushing business hard and finds that a fair amount of trade can be secured by hard plugging.

The West Penn Lumber Company announces from its offices in the Farmers Bank building that trade is not half bad and a good stock of shipments can be depended on if salesmen hustle hard enough for them.

The Joseph W. Cottrell Company is now nicely established on the seventeenth floor of the First National Bank building where it has attractive offices.

The Freehold Lumber Company has moved to the seventh floor of the Peoples Bank building and has united with the John H. Noble Lumber Company which was formerly in the Union Bank building.

Harry T. Lincoln, formerly of the Bemis & Vosburgh Lumber Company of this city, came up from West Virginia for a visit among his friends last week. He is now a lumber manufacturer in that state and is doing a fine business.

## BALTIMORE

Application will soon be made for a charter for the Virginia Blue Ridge Railway, which is to run from the Tye river, on the main line of the Southern Railway, to Massie's Mills, a distance of twenty-five miles, in Virginia. The railroad will follow the Tye and Piny rivers, in Nelson county, and will open some 25,000 acres of timber, among other natural resources. The road will be constructed by a syndicate which owns the timber rights on 25,000 acres. Local and New York capital is said to be interested in the project. Surveys have been completed and contractors have been invited to submit bids for the construction of the road, according to a report received here from Lynchburg, Va. The bids are to be opened May 8.

Campbell V. Helfrich, of the lumber firm of George Helfrich & Son, West Baltimore street, is mourning the loss of his wife, Anna B. Helfrich, who died April 22 at the home of her father, Henry H. Head, at Catonsville, a suburb.

The Hughes Lumber Company, wholesale dealers in and exporters of hardwoods, which succeeded Thomas Hughes & Co., on the fourth floor

RED GUM
(Leading Manufacturers)

BLISS-COOK OAK CO.
BLISSVILLE, ARK.
MANUFACTURERS
Oak Mouldings, Casing, Base and Interior Trim. Also Dixie Brand Oak Flooring.
As Well As
OAK, ASH and GUM LUMBER
Can furnish anything in Oak, air dried or kiln dried, rough or dressed
MIXED ORDERS OUR SPECIALTY

Quartered Red Gum
Plain and Quartered Gum, Two Years on Sticks
4/4", 5/4", 6/4" and 8/4" Thicknesses
3" No. 1 Common and Better Soft Elm Bone Dry
Mark H. Brown Lumber Company
Hardwood Manufacturers Mounds, Ark.
Eleven Miles West of Memphis, Tenn.
Address Sales Dept., P. O. Box 337, Memphis, Tenn.

Baker-Matthews Manufacturing Co.
Sikeston, Mo.
Band Sawn Southern Hardwoods
SPECIALTIES
RED GUM, PLAIN OAK
SEND US YOUR INQUIRIES

WE OFFER THE FOLLOWING
Band Sawn Stock
4/4 Com. & Better Sap Gum
4/4 Com. & Better Red Gum
6/4 Com. & Better Red Gum
5/4 & 8/4 1s & 2s Red Gum
Quartered and Plain Red and White Oak
This stock contains a good percentage of 14' and 16' lengths and is of excellent widths
W. W. GARY, INVERNESS, MISS.
HARDWOOD LUMBER AND LOGS

LATEST IMPROVED DRY KILNS AND MACHINERY

**MONOGRAM BRAND**

Monogram Brand **White Oak Flooring**

Perfectly dried and worked. Made from [illegible] manufactured at our new hardwood flooring plant.

Our Specialty:
Quarter-sawed White Oak Flooring

OAK FLOORING [illegible]

**YELLOW POPLAR LUMBER CO., Coal Grove, Ohio**

**Kentucky Lumber Company**

MANUFACTURERS

POPLAR, PLAIN AND QUARTERED OAK, RED AND SAP GUM, CHESTNUT, HEMLOCK

ROUGH AND DRESSED

Burnside, Ky. Williamsburg, Ky. Sulligent, Ala.

606 Security Trust Bldg. LEXINGTON, KY.

**John G. Lockhart Lumber Co.**

**Sheboygan, Wisconsin**

We have the following DRY stock and will make special inducement to move in February and March:

No. 2 Soft Elm.
No. 3 Rock Elm.
No. 3 Birch.
No. 3 Maple.
Hemlock
Can resaw above items.

100,000' 12/4" No. 2 and Bet. Maple
200,000' 5/4" No. 1 and Bet. Birch
50,000' 5/4" No. 2 Com. Birch
20,000' 8/4" No. 1 and Bet. Birch
40,000' 10/4" No. 1 and Bet. Birch
20,000' 12/4" No. 1 and Bet. Birch
Birch is unselected Red all in.

**The Tegge Lumber Co.**

**High Grade**
**Northern and Southern**
**Hardwoods and Mahogany**

**Specialties**

**OAK, MAPLE, CYPRESS, POPLAR**

**Milwaukee, Wisconsin**

## BOSTON

The case of Clough & Co. to recover alleged overcharges in lumber freight rates. The radical factor of the decision adverse to the plaintiffs, provisions against raising rates are general and not specific. That is, rates may be raised or lowered on certain shipments, provided the result is not a general increase. Legislative enactments against increasing freight rates are held to limit the transportation tax on the community and not on the individual.

with authorized capital of $40,000, and W. F. Thayer of Farmington, N. H., is reported to have been succeeded by the firm of W. F. Thayer & Son.

The Massachusetts Wholesale Lumber Association is perfecting its plan for incorporation and plans to hold a general meeting the coming week

## COLUMBUS

simplify the workings of the new mechanics lien law. Under the plan as a protection to supply men.

At Delaware, Ohio, the firm of Clark & Battenfield has been succeeded

has succeeded to the business of J. E. Ferrell of New Holland, Ohio.

for the erection of the booths surrounding the state house for the "Made in Columbus" exposition to be held the week starting June 8.

A very interesting meeting of lumbermen of Dayton and surrounding counties was held at the place recently. J. R. Morehead of Lexington, Mo., secretary of the Southwest Lumbermen's Association, was one of the principal speakers. Mr. Morehead is also secretary of the National Federation of Retail Merchants.

The Buckeye Lumber & Supply Company of Fremont, Ohio, has been incorporated with a capital of $25,000 to deal in lumber by E. B. Mitchell, H. A. Kilmer, E. R. Graves, C. Roose, Jr., and F. A. Kilmer.

The Hay-Maphet Roy Company of St. Bernard, Ohio, has been chartered with a capital of $75,000 to deal in lumber, by William B. Hay, C. W. Platt, G. A. Hay, D. McClaren and Marion L. Freeman.

Papers have been filed with the secretary of state increasing the capital stock of the Franklin Construction & Supply Company of Columbus from $25,000 to $50,000.

A petition in voluntary bankruptcy has been filed in the United States

court by the Keyer Folding Box Company of Cincinnati, with liabilities of $22,248 and assets of $15,820.

R. W. Horton, sales manager for the central division of the W. M. Ritter Lumber Company, says trade is holding up fairly well although the volume is not so large as it might be. Prices are somewhat irregular in certain varieties and grades. Retailers are the best purchasers at this time although some factories are also in the market. Dry stocks are not plentiful in any section.

A. C. Davis of the A. C. Davis Lumber Company reports a fairly good demand for hardwoods in Columbus and central Ohio.

John R. Gobey of the concern bearing his name reports a fair demand for hardwoods, but prices are not the strongest.

## TOLEDO

According to figures compiled by the city building department, building permits were issued in Toledo during the first four months of the year to the value of $2,170,366. The April permits were practically the same in value as a year ago.

W. T. Hubbard, one of the most prominent dealers in hardwood in the city, reports business fairly good with prices as firm as could be expected.

President Booth of the Booth Column Company reports business as rather slow in his line. While the factory is running right along with plenty of stock on hand, the demand is a little below normal for this season of the year.

The sawmill and warehouse of the Thiesen-Hildred planing mill was destroyed by fire at Napoleon, O., May 1. The loss was $2,000.

The Wauseon Handle & Lumber Company of Wauseon, O., has been purchased by W. H. Evelsizor of North Baltimore, O. S. S. Frucher, the former manager, will remain in charge of the institution.

## INDIANAPOLIS

The Speedway Lumber Company has recently opened offices on the third floor of the Traction and Terminal building.

A mill for supplying material for the manufacture of base ball bats has been opened at Ridgeville by G. W. Fidler & Son, who for many years have been well-known hardwood timber buyers.

A general lumber business will be conducted here by the Ferree-Case Lumber Company which has been organized by William M. Ferree, Jasper C. Case and Alvin Schumm and incorporated with $30,000 capital.

The Klingstein-Zeiher Company has brought suit in the local courts here asking for judgment on an account of $116.66 and for the appointment of a receiver for the New Cabinet Company of Evansville. It is alleged by the plaintiff that the cabinet company has moved its offices from Indianapolis to Evansville, and increased the number of directors without complying with the law governing corporations and that the directors are wasting the assets.

At an auction sale here a few days ago, the Levene Motor Company of Philadelphia bought the good will, correspondence, jigs and dies and list of customers of the defunct American Motor Company, and will furnish parts and service to owners of American cars. The American assets were bought recently by Samuel L. Winternitz & Co., Chicago, who disposed of them at auction.

Building permits issued by the city for the first four months of this year had a total valuation of $2,595,464 as compared with $3,070,403 for corresponding period of last year. In April 764 permits aggregating $1,036,716 were issued as compared with 661 permits aggregating $1,531,060 in April, 1913. Despite these figures, an analysis of the records show that frame construction is holding its own, while all other types of construction are showing a large decrease compared with last year.

## MEMPHIS

Very heavy rains are again shown for the Memphis territory for the past few days, with the result that progress with logging is rather slow. One of the officials of the Valley Log Loading Company is authority for the statement that the amount of timber awaiting loading is rather limited and present weather conditions tend to keep the supply available for the mills in this section comparatively light. There have been fair receipts of logs recently by water but the movement by this method has been rather disappointing, owing to the fact that the amount of timber prepared for handling by water was small and owing to the additional fact that the river did not reach a high enough stage to make it possible to get some of the timber awaiting water transportation. Very few of the mills in this city or section are suffering any delay because of lack of logs but the outlook is considered anything but favorable. It is recognized, however, that much will depend on weather conditions in the immediate future and these will be closely watched because of their bearing on the amount of timber that will be available for the mills in the central hardwood territory.

The Stimson Veneer & Lumber Company has begun the operation of its veneer plant in North Memphis. This was recently purchased from C. L. Willey of Chicago, but before placing it in operation the new owner completely overhauled and remodeled the plant. The latter is now in first class condition, being equipped with up-to-date machinery of large capacity. The sawmill which was purchased at the same time by the same interests has been in operation now for some weeks. Robert C.


# Walnut for Export

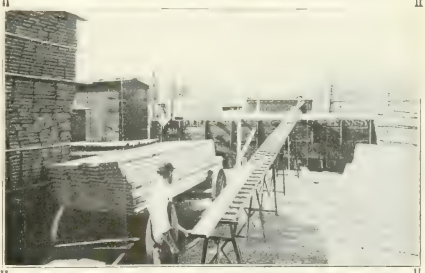
A lot of splendid assorted **American Walnut** logs, squared up and ready for export, are shown in the above photograph, which illustrates a section of our exporting yard at Kansas City.

All work, from the selecting of the trees in the woods to the final loading, is done by men trained in our employ and is under our close personal supervision.

Hence we can guarantee satisfaction in both export and domestic shipments.

**FRANK PURCELL**
**Kansas City, Mo. U. S. A.**

**MATHEWS STANDARD**
# Gravity Lumber Conveyer



Made all steel, ball bearing rollers, eight foot sections; easily coupled together and assembled to form line of any required length, over which lumber, flooring, dimension stuff, etc., will travel on a four per cent grade. Adjustable jacks supplied to support conveyer line and secure proper grade. Light, strong and easily portable. Been in successful use for past ten years.

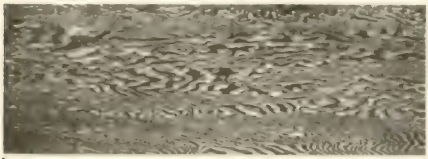
Prices quoted on receipt of information as to lengths and widths of materials, and total distance to be conveyed. Send rough sketch showing requirement. Ask for catalog.

SPEEDS THE MATHEWS WAY
MATHEWS GRAVITY CARRIER COMPANY
FOR SAVING ECONOMY

Main Office and Factory
ELLWOOD CITY, PENN.

Branch Factories:
TORONTO, ONTARIO
LONDON, ENGLAND

THE GLUE THAT IS APPLIED COLD



# In Flush Veneered Doors

The chief consideration is uniformly high-grade glue. Manufacturers of this modern type of door realize that its development has been retarded because the unavoidable lack of uniformity in other types of glue makes it impossible to know how long a door will stay in condition. The

# Use

Of vegetable glue insures **absolute uniformity** because of the very nature of preparing it and because every pound of our raw material is rigidly inspected.

# Vegetable Glue

Is also a rigid and permanent adherent; will not blister in sanding; has no disagreeable odor; will not deteriorate in standing—for a week if necessary; and can be applied cold without any heating application of any kind in the glue room. In addition, the average saving over former glue bills has been twenty per cent where vegetable glue is used.

**A DOOR MAKER SAYS:**

*Wilcox, Wash., ...*

*... a veneer door department to our operations. Decided ... the ... which would seem hard results, as ... [illegible] ... in connection with this new department.*

*... we have ... to find that it has given us low cost as well as superior ... doors and panels.*

*... CHEHALIS FIR DOOR CO.*
*GJO-BB* *By Geo. J. Osgood.*

**Perkins Glue Company**
**Originators and Patentees**
**805 J. M. S. Building, South Bend, Indiana**

THE GLUE THAT RUNS ABSOLUTELY UNIFORM

[illegible] Memphis, [illegible] to Memphis from [illegible] had [illegible] charge of the [illegible] and [illegible] general manager of the [illegible] Company, [illegible] to confirm [illegible] as the J. W. Wheeler Hardwood Company, [illegible] a line [illegible] in South Memphis, and [illegible] and [illegible] and [illegible].

[illegible] M. Bedford, secretary of the [illegible] Lumber Manufacturers' Association, is authority for the statement that there is rapid growth in the demand for red gum and that quotations are being received by manufacturers of this wood from all parts of the country. Mr. Bedford called attention to the fact that [illegible] that many of these quotations [illegible] for red gum [illegible] Mr. Bedford [illegible] that [illegible] New England [illegible] Mr. Bedford [illegible] the fact that [illegible] the Middle West and that [illegible] Chicago, St. Louis, Cincinnati, Memphis and a number of other leading hardwood centers. Mr. Bedford [illegible] the [illegible] of the [illegible] of the [illegible] and [illegible] [illegible] [illegible] with the result that there is [illegible] looking forward to a big attendance and to an unusually interesting meeting. The meeting will be held at [illegible] and [illegible] and [illegible] and [illegible] and officers of the [illegible] [illegible] [illegible] [illegible] [illegible] the demand for red gum as a result of the forthcoming meeting at which many subjects of prime importance will be intelligently and ably presented.

The [illegible] Lumber Company [illegible] in Memphis and its mill at Isola, Miss., has closed a deal [illegible] about 2,500 acres of hardwood timberlands in Sharky county, North Mississippi. This property is located twenty-six miles from the site of the mill at Isola and insures the company enough timber to enable it to keep in full operation for some years. It has enough tributary to Isola to last three or four years and, besides the tract just purchased, owns still other holdings in that territory. It owns and operates its own trainroads, and these are being gradually extended to facilitate the prompt handling of timber. J. W. McClure of Memphis, is secretary and treasurer of the company.

J. W. Wheeler & Co. have removed their offices to the eleventh floor of the Bank of Commerce & Trust Company building. These are in charge of William Pritchard who some time ago bought a half interest in the firm. The other partner is C. L. Wheeler who is in charge of milling operations for the firm. The mill is located at Madison, Ark.

T. J. Morris, who recently succeeded W. Brown Morgan as secretary of the Anderson-Tully Company, has also been made sales manager of the box department of this firm. This position was likewise held by Mr. Morgan prior to his severance of his official connection with that company to become head of the Morgan Veneer Company at Pine Bluff, Ark.

J. A. Anawalt has been arrested here on a warrant charging him with stealing fourteen cars of lumber from the Memphis Hardwood Flooring Company with which he was connected. It appears from the investigation so far made that the alleged thievery occurred during the absence of R. J. Lockwood, general manager of the company. James E. Stark, vice-president, and W. L. Crenshaw, president, traced the operations of Mr. Anawalt and assert that they found that he was disposing of the lumber to another firm here operating a planing mill. It appears that he represented himself as a nonresident of Memphis although he has been employed by the Memphis Hardwood Flooring Company for several years. Until several days ago he had not been able to make the required bond of $5,000 and was in jail.

Building operations here during April greatly exceeded the corresponding month last year, reaching $429,290, compared with $285,929. Each month this year has shown an increase over the same month a year ago, with the result that the gain since January 1 has been quite large. There have been comparatively few large projects put through, most of the permits calling for the building of rather modest structures. The activity in building circles is stimulating demand for all kinds of material furnished by local manufacturers and distributors, and contractors and other [illegible] are [illegible] pleased with the [illegible] [illegible] last year and the year before building operations here and elsewhere in this territory were [illegible] [illegible] [illegible] [illegible] A [illegible] in Mississippi and Arkansas report decided activity in building and local handlers and manufacturers of building material are enjoying a good business outside of this city.

Cards are out announcing the approaching marriage of Miss Levin Coe Compton, daughter of Mrs. John M. Compton, and Charles R. Ransom, secretary-treasurer of the Gayoso Lumber Company. The bride-to-be has been quite popular in society here for some time while Mr. Ransom is one of the best-known and most popular lumbermen in Memphis, particularly among the younger set.

No immediate announcement of its decision will be made by the Interstate Commerce Commission in connection with the hearing held at Memphis some days ago in the cases of the Bellgrade Lumber Company and the Anderson-Tully Company, involving lower rates on hardwood shipments from Memphis and points in Mississippi to New Orleans. The Illinois Central and Yazoo & Mississippi Valley roads, the defendants in these cases, were represented at the hearing by Joseph Hattendorf, general [illegible] of the [illegible] [illegible] [illegible], and Judge

R. V. Fletcher of Chicago. A number of prominent hardwood lumbermen here appeared as witnesses for the petitioners but the cases were handled by J. H. Townshend, general manager of the Southern Hardwood Traffic Association, and J. R. Walker, attorney for that body. Both sides have been requested to file briefs and it is probable that no decision will be handed down under two months. The Belgrade Lumber Company, through its petition, is seeking to secure a rate of eleven and ten cents on all shipments of hardwood lumber from points above and below the main line of the Southern Railway in Mississippi to New Orleans. These rates are at present applicable only to cottonwood and gum. The Anderson-Tully Company, through its intervening petition, is seeking a rate of eleven cents on all kinds of hardwood lumber from Memphis to the Crescent City. The present rate is eleven cents on cottonwood and gum and twelve cents on all other hardwoods. One of the principal arguments advanced by the petitioners was that rates from Memphis and intermediate points to New Orleans are entirely too high as compared with rates obtaining from Chicago, Cincinnati and other points making use of the Illinois Central system. It was also charged that there are numerous irregularities which ought to be corrected. The advanced rates now in effect were established more than a year ago and the present petitions represent really a reopening of the New Orleans-Memphis contests. The outcome is awaited with much interest because of the large saving that will be effected for hardwood lumbermen in Mississippi and Memphis.

## LOUISVILLE

T. M. Brown of the W. P. Brown & Sons Lumber Company, has been elected a member of the Louisville Rotary Club, one of the leading business organizations of Louisville, which is unique in that it admits but one representative of each line of business. Mr. Brown represents the hardwood trade. The local lumberman was also one of the first Louisville visitors to the Forest Products Exposition at Chicago.

D. E. Kline of the Louisville Veneer Mills succeeded finally in obtaining a release from his nomination for the presidency of the Louisville Commercial Club. He was nominated without his consent, and protested that he was not in a position to consider the office. It was finally decided to relieve him, and Mr. Kline is now feeling more comfortable.

The Edward L. Davis Lumber Company of Louisville has a fine stock of walnut lumber, having put 200,000 feet on sticks recently. The company, in view of the general impression that walnut is a scarce commodity, is interested in showing this stock of material to those using the wood. This holding, while not large, seems to indicate that walnut is far from being "disappeared," and that if a general hardwood concern handling walnut only incidentally is able to carry 200,000 feet in stock, those dealing exclusively in the wood may be expected to have enough to supply the demands of the trade without difficulty.

The fire insurance situation continues to attract attention. Business men are now trying to work out a compromise which will be acceptable to the companies and the state and will bring back the underwriters to Kentucky. The insurance people are taking a much more decided stand since the Supreme Court decision in the Kansas case, which upholds the principle of rate-making by the state, apparently believing that it is necessary to use heroic measures in order to prevent a flood of legislation of this kind. The Louisville Hardwood Club is continuing to investigate rates, and has appointed a committee to get comparisons from other cities. The committee is composed of Edward L. Davis, chairman; A. E. Norman, Jr., and C. L. Crain, Jr.

C. C. Mengel & Brother Company suffered from depredations by Mexican soldiery, who invaded its logging camp in Quintana Roo, in Yucatan, took a lot of commissary supplies, drove off 400 head of cattle and stirred things up generally. None of the employes of the company were injured. It was reported that the Mexicans had taken possession of a lot of mahogany logs, but this turned out not to be the case. Col. Clarence R. Mengel, president of the company, said that its losses would not exceed $10,000. He added that the concern had about completed its logging operations in Quintana Roo, which it was conducting by arrangement with the Bank of Mexico and London, at Mexico City, and that there was no danger of the logs being confiscated. The Mexican operation is a short distance from British Honduras, where the company has been logging for a number of years, and the men who were employed in Quintana Roo will be used at Belize, the Honduras port from which the company has been shipping all of its Central American logs.

State Forester J. E. Barton has been making plans for an investigation of the black locust borer, which it is reported is destroying an immense number of trees. The black locust is a valuable wood for post and other construction purposes, and the forester believes that a careful study may show some means of checking the insect.

The John Fish Lumber Company of Somerset, Ky., which lost its mill some time ago by fire, has completed rebuilding, and is now using its new plant.

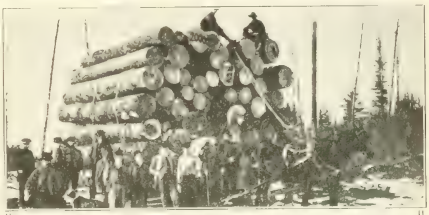
Hardwood men will benefit by the enlargement of two Kentucky vehicle plants. The George Bohon Company of Harrodsburg, which started operations comparatively recently, seems to have made a success of its mail-order buggy business, as it will put up a large addition and enlarge its capacity materially. The John J. Delker Company of Henderson, which suffered the loss of its factory by fire, has about completed rebuilding on a larger scale, and will be ready for operations in the immediate future.

With such logs as these it is no trouble for me to furnish the best of Wisconsin Hardwoods; I offer for prompt delivery:

15,000 ft. 1" winter cut basswood, 1st and 2nd
15,000 ft. 1" hard maple, No. 1 common
100,000 ft. 2" hard maple in log run
30,000 ft. 2" maple No. 1 common
40,000 ft. 2" maple, 1sts and 2nds
30,000 ft. 1½" soft elm, full log run, very nice
85,000 ft. 3 x 4 maple hearts; 45,000 ft. 4 x 5 sound maple hearts
15,000 ft. 2½" rock elm No. 1 and 2 common
20,000 ft. 2" rock elm No. 1 common and better
75,000 ft. 1" birch No. 1 common and better
150,000 ft. 1¼" birch No. 1 common and better
50,000 ft. 1½" birch No. 1 common and better

Look these items over and ask for what you want

**C. P. CROSBY, Rhinelander, Wis.**



Stock List which we wish to move at this time is as follows:

12 cars 1" 1sts & 2nds Clear Unsel. Birch
4 cars 1" No. 1 Common Clear Unsel. Birch
2 cars 10/4 & 12/4 No. 1 & Better Birch
5 cars 1" 1sts & 2nds Clear Basswood
2 cars 1" No. 1 Common Clear Basswood
10 cars 1" No. 2 & Better Hard Maple

This is dry stock, carefully manufactured, and we are in a position to make prompt shipment of any mixed grades or cars.

**Oelhafen Lumber Company**

TOMAHAWK, WISCONSIN

# Car Bunks

OF

## "ANDREWS"

MAKE

Are different.

Are smooth running.

Are better constructed.

Are cheaper in the long run.

*Than Any Other Make*

*Supplied in all sizes by*

**The A. H. Andrews Co.**

115-117 S. Wabash Avenue

CHICAGO



# TIMBERS

## of the WEST

Douglas Fir

present consumption, though great, the merits and values of this wood thoroughly understood.

Red Cedar

no superior for shingles, siding, exterior trim or for any exterior use for which a durable material is needed.

Spruce

and door makers, while the lower grades are snapped up by manufacturers of fruit boxes.

The foregoing are some of the varieties of timber it pays to own.

*NOW is the time to BUY THEM*

**James D. Lacey & Co.**

*Timberland Factors*

Chicago, Ill., 1750 McCormick Building
Portland, Ore., 1313 Northwestern Bank Building
Seattle, Wash., 1009 White Building


## NASHVILLE

ville, was married to Miss Mary Haynes, member of a wealthy and promi

Hamilton Love, chairman of the committee on arrangements, is planning some unique features for the tour of the Nashville Lumbermen's Club through the East, when they go to the Buffalo convention in a

perfected plans for making the exhibit of the Nashville manufacturers' building one of the some important features will be added to the exhibit.

at Chattanooga, by M. R. Campbell, Jr., Jo

A. Washington of the transportation committee, urged lumber shippers work the bureau is doing in safeguarding the interests of shippers. Chas. S. Martin is president of the Traffic Bureau, which is composed of the largest shippers of the city.

lected data of much interest on the Nashville hardwood market to be used on the trade expansion tour of the Nashville Boosters Club, who hart will be the official representative of the Lumbermen's Club. Figures collected show total investment in hardwood lumber industry at Nashville of $4,795,000; annual volume of business, $11,250,000; 450,000,000

The Laurel Cove Lumber Company, Spencer, Tenn., announces purchase of hardwood timber on 2,000 acres of land, which it will develop to get raw material for its plants.

An important purchase has been made by the White Lumber Company, Johnson City, Tenn., 10,000 acres of timberland in Greene county having been acquired for development. The company has also acquired the Greeneville & Nolichucky Railway, twelve miles in length, which will be operated in development of property.

The Howells-Davis Company of Scott county, with authorized capital stock of $50,000, has been incorporated and will manufacture wood products. David Howells, N. D. Howells, C. C. Davis, C. H. Heim and Mabel Howells are incorporators.

The Pence Lumber Company, Dyersburg, Tenn., was recently destroyed by fire, causing loss of $2,000, with $800 insurance. The company announces that it will rebuild its plant.

## ST. LOUIS

16,770 cars, a decrease of 795 cars. May is change. In April last year the receipts were 16,795 cars, showing a loss in April this year of 955 cars. Shipments of lumber by rail last April were 14,301 cars. April, 1914, shipments were 11,346 cars, a falling off of 2,955 cars.

The amount spent in building operations in the last fiscal year was more than $4,000,000 less than in the preceding twelve months, according to the annual report of the building commissioner. The decrease was in the construction of new buildings, an increase being shown in the alterations and repairs classification.

Permits were issued for 5,308 new buildings aggregating $12,462,843, the report shows. In the previous year 5,343 permits were issued for

The Campbell Lumber Company, which has offices in the new Bank of Commerce building, St. Louis, and which sustained a loss of $50,000 by fire at its sawmill in Kennett, Mo., a few days ago, is said to be one of the largest hardwood sawmills in the state. It had a capacity of 65,000 feet daily. Only $18,000 insurance was carried. The power plant, planing mill and lumber sheds were saved. The plant will be rebuilt at once.

## WISCONSIN

The R. Connor Lumber Company has closed a most successful logging season and expects one of the busiest sawing seasons in its history. Despite the brief season the logging of the five camps totaled a cut of 15,738,480 feet of timber, the largest part of which was shipped to the company's mill at Stratford over the Marathon County railway. In addition to this cut the company has purchased about two million feet of lumber from farmers.

Logging operations on Madeline Island have closed for the season with an output of 2,400,000 feet of hemlock, birch, basswood, maple, oak, cedar and black ash logs. Olof G. Anderson operated the camp on the island, which has been logged for half a century. Although it was expected that this would be the last season on the island, Mr. Anderson has 800,000 feet of hardwood timber which will be logged next winter. The last pine disappeared nearly twenty years ago.

With the beginning of operations at the sawmills in Washburn, a busy sawing season as well as bright business prospects are anticipated. The Stearns Lumber Company is receiving the largest part of its logs for the local mill from Michigan points, which are being manufactured under the supervision of Supt. Moore. Log rafts are also arriving at the mill of the Sprague Lumber Company from Raspberry Bay and a good supply will keep the mill running for a long time.

The log hauler of the Holt Lumber Company which got beyond control of the operator last winter and was severely damaged in rolling downhill, is being repaired at the plant of the Phoenix Manufacturing Company at Eau Claire and will be ready for use shortly.

An electric trolley system on the tram ways through the yards is the latest addition of modern improvements instituted by the Park Falls Lumber Company at the lumber yards in Park Falls. Standard gauge tracks with forty pound steel rails will be laid through the yards. The equipment will include two large electric trolley locomotives and cars with a capacity of two of the present small tram cars.

The officers and directors of the Kenfield-Lamoreaux Lumber Company of Washburn have decided to erect a modern and up-to-date box factory in that city. For some time the matter has been under consideration and it has now been definitely decided to build at Washburn. The plant will be electrically operated and give employment to about fifty men. The Kenfield-Lamoreaux company now operates a crating factory and sawmill in this city, besides plants at Bemidji and Cass Lake, Minn.

The Carbolineum Company, manufacturing wood preserving products at Milwaukee, will erect a brick and concrete addition to its plant on Prairie street, between Fifth and Sixth streets. The addition will be three stories and basement and have ground dimensions of 50x150 feet.

Harry E. Hansen, treasurer of the Wisconsin Wagon Company, Madison, died April 22 at Milwaukee as the result of pneumonia. Mr. Hansen was a son of Mr. and Mrs. Christian Hansen of Madison. His father is president and his brother secretary of the Wisconsin Wagon Company. Mr. Hansen is survived by his wife. He was thirty-seven years old.

Oshkosh-made goods may play an important part in the service of the United States government if the Mexican war becomes a reality. The Oshkosh Manufacturing Company has an order to furnish 3,500 lance poles for field telegraph work, which are for temporary use in establishing communication between the line of battle and the outer world in time of war.

Friends of William H. Upham, lumberman and former governor of Wisconsin, will be pleased to learn that Mr. Upham has regained his health by his trip on many thousand miles on rivers, lakes and the Atlantic. Mr. Upham left last fall from his home in Marshfield on board of his especially constructed yacht, Comrade, passing down the Mississippi, into the Gulf of Mexico and returning by way of the ocean and the Great Lakes. In a recent letter from Moorhead, N. C., Mr. Upham told of his good health and that he was on his way to New York on the return trip.

# The Hardwood Market

## CHICAGO

Continued depression exists in the local market on account of the absence of any settlement of the brick handlers strike, which has been going on here for sometime. It seems a pity that the idleness of a small branch of the total labor factor should so successfully tie up the entire building industry, but this condition is a fact which is only too evident. Various efforts have been made to get the contending parties together, but so far they have been unsuccessful, and as a result the condition is about in the same shape as it was two weeks ago.


V E N E E R

W. T. THOMPSON VENEER CO.
SAWED
QUARTERED OAK VENEER

We Have Nothing But Flat Dried Stock
EDINBURGH, INDIANA

Kentucky Veneer Works
HIGH-GRADE—WELL-MANUFACTURED
Veneers
IN SAWED AND SLICED QUARTERED WHITE OAK AND QUARTERED RED GUM. OUR ROTARY CUT GUM AND POPLAR CROSSBANDING VENEERS ARE EXCEPTIONALLY GOOD.
Louisville Kentucky

THESE fine logs waiting to be cut for you. Send us your specifications — our price no higher, while our quality is better than most cutters'.

ADDRESS INQUIRIES TO
Merrill Veneer Company
Merrill, Wisconsin

5 cars 3" 1s & 2s No. 1 & No. 2
Common Hard Maple

4 cars 2" 1s & 2s No. 1 and No. 2
Common Hard Maple

1 car 2" 1s & 2s No. 1 & No. 2
Common Soft Elm

2 cars 1¼" 1s & 2s No. 1 & No. 2
Common Soft Elm

**Gill-Dawley Lumber Co.**
**Wausau, Wis.**

**Saline River Hardwood Co.**

Main Sales Office
**Pine Bluff, Arkansas**

Manufacturers of
**Genuine Forked-Leaf White Oak**

**Red and Sap Gum**
**Red Oak and Ash**

¶ We offer to the trade a remarkably SUPERIOR lumber product.

¶ Our TIMBER is virgin forest growth of the highest type.

¶ Our MILLS are new and produce accurately manufactured stock.

¶ Our LUMBER is all KRAETZER-CURED—treated with steam under pressure directly from the saw—insuring quick drying to light weight, freedom from seasoning defects and stick-marking, splits and stain.

¶ Kraetzer-cured lumber will "stay where you put it."

¶ Dry kiln and oak flooring plant in connection.

¶ We solicit the inquiries and orders of critical and discriminating buyers.

¶ For straight cars of Yellow Pine, or mixed cars with Oak Flooring, write LONG-BELL LUMBER COMPANY, Kansas City, Mo.

## NEW YORK

## BUFFALO

## PHILADELPHIA

inactivity." Undeniably things are far below normal for this time of the year. Certain hardwoods, especially oak, have held up fairly well and on account of their scarcity have remained firm in price, while there has been no marked change in the relative positions of the other woods, low grades of chestnut and poplar continue in good demand. The unseasonable weather has given an impetus to building work, but the number of permits obtained falls below expectation. Furniture factories

is noticeable, but the stock condition at mill ends is a guarantee against any radical change in price or a desire to close orders for future delivery

The hardwood situation is well under control, and the manufacturers are not inclined to sacrifice their stock, as the first sign of activity will deplete stock pile, which will naturally stiffen the market. Box makers by the tariff legislation are in the market only for actual requirements. Taking the lumber business as a whole, the prospect is not overcheering for summer trading. The tenacious old optimists relinquish their faith slowly, but the usual enthusiasm is diminishing somewhat. It is, however, believed that an early favorable decision by the Interstate Commerce Commission as to the increased freight rate requested by the railroads activity

## PITTSBURGH

A few signs of improvement are evident in this city this week. Quite a number of coal mines which have been down for a long time will resume operations May 15. Steel companies are showing a little more signs of life. Business, however, continues very spotted. Some concerns have plenty of orders. Others find it almost impossible to take on any profitable business. The market is showing the effects of this apathy, for prices of hardwood are slipping a little this week, especially in oak bill stuff and higher grades of chestnut. Yard trade is improving. Quite a lot of business is going around among the industrial concerns. The railroads are buying practically nothing and will probably not do

## BOSTON

While the amount of business in hardwood continues about as it has been for four or five weeks with orders and shipments showing a fair improvement over what existed months, there is unquestionably considerable apprehension that general conditions will not be very favorable. While this adverse outlook is almost unanimously expressed in conversation with the dealers, there does not seem to be much effect on the market traceable to it as yet. Although there is no appreciable change on hardwoods as a whole, there have been noticed a few variations in the situation of some items. Black walnut which for many years has been almost unobtainable seems to have become comparatively plentiful in the last few weeks. The quotations on it vary widely and in some cases are off the long standing market prices, but this does not apply universally. Plain sawed oak is another wood which is being quoted at greatly differing values. Poplar is in poor demand, but has not receded noticeably in price, but gum, which has been ruling low the last few months, is a wood which is hardly used in New England, especially the eastern and northern sections. Maple is freely called for and the same may be said of ash, both inch and thick stock. The prices on these woods are held firm. This is also the case in quartered oak, but the demand for it is not heavy. There is no definite change in the value of cherry although it is inclined to be weak. Beech is increasing in price although used only in a limited way here, and quartered sycamore is in the same situation, it being admitted that the price of the latter would advance promptly if there were any general increase in the demand for it.

## BALTIMORE

It does not appear from the reports of members of the hardwood trade here that the demand for lumber has increased of late or that prices are any better. Some of the firm state that their trouble is not with prices, but rather with orders, which are by no means easy to get, while others give it as their opinion that the business has gotten to the point where there is no definite basis to values, it being very much a case of everyone getting what he can for stocks. In a general way it is to be said that no one appears to have any considerable number of orders ahead, the movement being from day to day, with orders always coming in when the end would seem to have been reached. Evidently, the yards are not disposed as a rule to enter into commitments beyond the current needs. It does not appear that stocks in the yards have increased of late to any marked extent, but the dealers hold off until they have calls for certain grades and woods before placing orders; at any rate, the assortments are allowed to get quite low before an effort is made to replenish them. Notwithstanding this jerky kind of business it is sufficient in volume to keep the mills going. As far as can be learned, all of the mills are running without important interruptions; in other words, no time is lost at the manufacturing end except when it cannot be avoided because of weather and other conditions. Nor can it be said that the supplies on sticks are of such volume as to cause any real embarrassment. In the aggregate the quantity of lumber disposed of is by no means unimpressive. The experiences of salesmen in their efforts to place stocks also are not uniform, some having succeeded in turning up orders in gratifying numbers and encountered practically no let-down at all. This applies to some of the northern sections, including Canada. A moderately active interest seems also to be shown in certain portions of the Middle West, while export orders have recently been received in such number as to suggest that the end of the contraction has been reached, and the business is again on the upward trend. There is no stiffening of prices, however, and the indications do not encourage expectations that an improvement in this respect will shortly take place. With the exception of gum, which has been called for of late in increasing quantities, the interest of buyers in the offerings is frequently characterized by indifference. On the other hand, an inspection of stocks not infrequently results in the discovery of wants which the dealer did not appear to be aware of, and in such cases it is generally possible to make a sale. In the main the prevailing conditions are not conducive to expansion. With the Mexican situation unsettled, and with various other unfavorable factors operative, the buyers of hardwoods will probably continue to manifest conservatism in placing orders for the present.

## COLUMBUS

The hardwood trade in Columbus and central Ohio has been ruling fairly steady during the past fortnight. Prices are generally well maintained but reports have been received of some shading in order to force trade. On the whole, however, the tone is satisfactory and future prospects are becoming brighter.

Buying on the part of retailers is the best feature of the business. Some buying is being done by factories but that is not so important as the other department. Vehicle and implement concerns are buying some materials. Furniture factories are rather slow. Most of the buying is being done for delivery during the latter part of May and in June. Shipments are coming out well as railroads are not able to handle freight promptly.

Dry stocks are not large in any section. The reason is the difficulty experienced in the process of drying because of the unfavorable weather.

Paepcke Leicht Lumber Co.
Conway Building 111 W. Washington Street
CHICAGO

RED GUM
AMERICA'S FINEST CABINET WOOD

Consider its good qualities.
It has strength.
Can be brought to a very smooth surface and consequently will take high polish in finishing.
Will not split easily.
Runs strong to wide widths and long lengths.
Is not easily marred or dented.
It can be supplied flat and straight—free of warp and twist.
Has beauty, color, life and character.
Considering its numerous good qualities, it is the lowest priced good hardwood on the market today.
We are the largest producers of Gum in the world.
Have a large and well assorted stock on hand at all times.
Can manufacture special thicknesses on short notice.

We guarantee
QUICK SHIPMENTS
GOOD GRADES
DRY STOCK
GOOD WIDTHS
GOOD LENGTHS
SATISFACTION

Band mills at
HELENA, ARK. BLYTHEVILLE, ARK.
GREENVILLE, MISS.

*Write, phone or wire for prices*

Paepcke Leicht Lumber Co.
Conway Building 111 W. Washington St.
CHICAGO

GENERAL VIEW OF MILL & LUMBER PLANT

# LAMB-FISH LUMBER COMPANY

## Band Mill and General Offices: Charleston, Miss., U. S. A.

### THE LARGEST HARDWOOD MILL IN THE WORLD. ANNUAL CAPACITY, 40,000,000

CABLE ADDRESS—"LAMB." Codes Used—Universal, Hardwood, Western Union, A. B. C. 5th Edition, Okay

## STOCK LIST—Dry Lumber on Hand May 1st, 1914

| | 8 | 12 | 5/8 | 1 | 1 1/4 | 1 1/2 | 6/4 | 8/4 | 10/4 | 12/4 | 16/4 |
|---|---|---|---|---|---|---|---|---|---|---|---|
| 1st & 2nd Qtd. Wh. Oak, 6" & up | 50,000 | 55,000 | 20,000 | 50,000 | 200,000 | 21,000 | | | | | |
| 1st & 2nd Qtd. Wh. Oak, 10" & 11" | | | | | | 12,000 | | | | | |
| 1st & 2nd Qtd. Wh. Oak, 12" & up | | | | | | 6,000 | | | | | |
| No. 1 Com. Qtd. Wh. Oak, 4" & up | | 29,000 | | 7,000 | 60,000 | 19,000 | 1,000 | | | | |
| No. 1 Com. Qtd. Wh. Oak, 6" & up | | | | | 35,000 | | | | | | |
| No. 1 Com. Qtd. Wh. Oak, 7" & up | | | | | 25,000 | | | | | | |
| Cr. stock, Sap no Defect, 5" & up | | | | | 15,000 | | | | | | |
| No. 1 Com. Q. W. O. strips, 2" & 3" | | | | | 45,000 | | | | | | |
| 1st & 2nd Pl. Wh. Oak, 6" & up | 60,000 | 50,000 | 40,000 | | | | | | | | |
| No. 1 Com. Pl. Wh. Oak, 4" & up | 60,000 | | 10,000 | | 175,000 | | | 25,000 | | | |
| No. 1 Com. Pl. Wh. Oak, 7" & up | 90,000 | 18,000 | 35,000 | | 30,000 | | | | | | 500 |
| 1st & 2nd Pl. Red Oak, 6" & up | 30,000 | 30,000 | 20,000 | 10,000 | 15,000 | 10,000 | 35,000 | 10,000 | | | |
| No. 1 Com. Pl. Red Oak, 4" & up | 30,000 | 27,000 | 24,000 | 27,000 | 252,000 | 78,000 | 45,000 | | | | |
| No. 1 Com. Pl. Red Oak, 7" & up | | | | | 140,000 | | | | | | |
| No. 1 Com. Pl. Red Oak, 5" & up | | | | | 50,000 | | | | | | |
| Oak Core Stock, 4" & up | | | | | 75,000 | | | | | | |
| 1st & 2nd Red Gum, 6" & up | 92,000 | 254,000 | 119,000 | 75,000 | 75,000 | 65,000 | 145,000 | | 18,000 | 1,000 | |
| No. 1 Com. Red Gum, 4" & up | 225,000 | 152,000 | 180,000 | 115,000 | 720,000 | 185,000 | 55,000 | 8,000 | | 6,000 | |
| 1st & 2nd Fig. Red Gum, 6" & up | 20,000 | 12,000 | 17,000 | 15,000 | 13,000 | 1,000 | 5,000 | | | | |
| No. 1 Com. Fig. Red Gum, 4" & up | | | | | 8,000 | | | | | | |
| 1st & 2nd Qtd. Red Gum, 6" & up | | | | | 10,000 | 5,000 | 18,000 | 30,000 | | | |
| No. 1 Com. Qtd. Red Gum, 4" & up | | | | | 15,000 | 2,000 | 8,000 | 9,000 | | | |
| Sap Gum Box Boards, 1 & 1½" | | | | | 15,000 | | | | | | |
| Sap Gum Box Boards, 9 & 12" | | | | | 22,000 | | | | | | |
| 1st & 2nd Sap Gum, 1 & 1½" | | | | | 40,000 | | | | | | |
| 1st & 2nd Sap Gum, 1¾ & 1⅞" | | | | | 35,000 | | | | | | |
| 1st & 2nd Sap Gum, 18" & up | | | | | 30,000 | | | | | | |
| 1st & 2nd Sap Gum, 6" & up | 50,000 | 27,000 | 32,000 | 55,000 | 185,000 | 65,000 | 15,000 | 15,000 | | | |
| No. 1 Com. Sap Gum, 4" & up | 15,000 | 23,000 | 30,000 | 20,000 | 250,000 | 60,000 | 15,000 | 5,000 | | | |
| No. 1 Common Gum, 4" & up | 200,000 | 150,000 | 75,000 | | 125,000 | 95,000 | 15,000 | 15,000 | | | |
| No. 1 Common Gum, 7" & up | | | | | | | 5,000 | | | | |
| 1st & 2nd Cypress | | | | | | | 6,000 | | | | |
| Select Cypress | | | | | | | 5,000 | | | | |
| No. 1 Shop Cypress | | | | | | | 7,000 | 5,000 | | | |
| Nos. 1 & 2 Com. Cypress | | | | | 71,000 | | 54,000 | 50,000 | | | |
| Common & Better Tupelo | | | | | 12,000 | | | | | | |
| Log Run Cottonwood | | | | | 12,000 | | | | | | |
| Log Run Elm | | | | | 67,000 | | | | | | |

We have [illegible] feet of thin stock, 4/4 to 8/4 inches, which we have [illegible] veneering over. We have Kraetzer Preparator facilities for drying thin stock, and stock run through this machine is absolutely bright.

Let us have your inquiries for thin stocks not shown, as we are able [illegible] after receipt of order.

We have facilities for kiln-drying and surfacing. We specialize on Oak Timbers, Switch and Cross Ties, Car Stock, Bridge and Crossing Plank.

VIEW OF MILL SKIDWAY, WITH PART OF LOGS STORED IN BACKGROUND—WE HAVE 6,000,000 FEET OF SELECTED HARDWOOD LOGS STORED ON OUR MILL YARD.

Since there is no accumulation of hardwood stocks, low prices are believed to be out of the question. Dealers' stocks are not large, the policy of buying only what is needed for immediate wants being followed.

Quartered oak is one of the strong points in the trade. Plain oak also is strong all along the line. Chestnut is selling well and sound wormy especially is high. Poplar is moving better in all grades. There is a good demand for both ash and basswood, and other hardwoods are unchanged.

## CINCINNATI

Hardwood dealers are not doing much in the way of securing new business and are quietly waiting and watching to see some signs of business opening up before making any plans for increasing sales. It seems to do little good to keep men on the road as the buyers are not ready to talk business and are simply ordering such stock as is actually required to keep plants running and on short time at that in most cases. Prices are well maintained on all hardwoods, values having suffered very little. The big drawback to the trade is lack of demand in anything like reasonable quantities. Right now oak is moving a little better than most other woods and there appears to be a little better call for chestnut. Red gum in upper grades is very dull and sap gum is only in fair request. Poplar and cottonwood in common and better are moving slowly while these woods as well as all other low grades of hardwoods suitable for the box makers are moving well.

## TOLEDO

The hardwood market here is a trifle quiet, in sympathy with all other lines of trade. The demand from the city of Toledo itself is good as the building trades here are more active even than usual but this is not a condition prevailing in other cities. The building both in small residences and large business structures is above normal, and from present indications will even overshadow those of last year which was a banner year for building here. Manufacturing lines are quiet and furniture factories are doing little. This is thought to be due largely to the general unrest of the country brought about by war rumors, labor difficulties and the railroad rate propositions. Local stocks are pretty well filled. What demand there is demands immediate shipment. Plain oak is still the leader here with quartered following. Red gum much used as a substitute for other woods in furniture factories is in slight demand. Cypress is holding its own and poplar is steady, siding moving fairly well and a light sale on boards.

## INDIANAPOLIS

The local hardwood trade is moving along moderately. There has been no unusually active buying, but on the other hand there has been a comparatively steady trade. Business probably is as good in many quarters as it was at this time last year. Prices are remaining steady and the outlook for a fair trade for some time continues good.

Hardwood men at no time have predicted a heavy trade this year in this locality. While industrial conditions are constantly improving, they have not yet attained that stage where the hardwood trade has received any large benefit. Hardwood men, however, seem to be fairly well satisfied with the present situation, believing the hardwood situation is as good as that of any other line of industry.

## NASHVILLE

There has been little if any change in the hardwood trade. Manufacturers and dealers as a rule report business about the same for April as last year, and are inclined to predict improvement in the future. Prices are probably some easier, and some concessions could doubtless be obtained if a large deal were involved. A good many inquiries are coming from yard men and from some lines of manufacturers. Nashville lumbermen would probably favor the proposed increase in freight rates, but they believe that the settlement of the matter is of importance, and that once it is settled, it will be in favor of better business whether the increase is granted or not. Hardwood flooring plants and box factories report only moderate business. No great activity is noted in demand for any lines, with buyers taking oak, ash, poplar and other lines. Chestnut continues quiet.

## MEMPHIS

The hardwood market here continues moderately active. There is a fair run of orders but no particular interests appear to be in the market for large requirements, with the possible exception of the box manufacturers who continue good buyers of the lower grades of cottonwood and gum. They are doing a good business and are under the constant necessity of replenishing their supplies. There has been a sizable increase in demand for interior finish recently and one of the features of this has been the broadening interest displayed in red gum for this particular purpose. Good inquiries therefor are being received from the Middle West and even the New England states are asking about red gum in a way that suggests that they are becoming interested in this wood. Plain and quartered red and white oak are moving at a reasonably good rate, with rather more inquiry noted for quartered white than recently. Prices on oak are pretty well maintained. In fact, this is true of practically


# Mahogany and Circassian Lumber & Veneers

¶ The largest assortment of finest figured Mahogany Logs, Lumber and Veneers in the country can be found at the Chicago plant of C. L. Willey.

¶ We are just in receipt of fifteen cars of remarkably superior Circassian Walnut Logs, large size, well-figured and of good color, which are now being cut into Veneers.

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WEST VIRGINIA SPRUCE LUMBER CO., Cass, West Virginia.

Fifth Avenue Building, NEW YORK



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The Lumbermen's Mutual Insurance Company, Mansfield, Ohio.

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The Indiana Lumbermen's Mutual Insurance Company, Indianapolis, Ind.

The Central Manufacturers' Mutual Insurance Company, Van Wert, Ohio



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This Year to Policy Carriers of

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Possibly there is no good reason why YOU were not among these beneficiaries. If it is a matter of eligibility, and you feel that your plant does not at present comply with all requirements, confer with us anyway. Let us see if it cannot be brought up to an acceptable standard at no greater cost than will be justified by the prospective saving on insurance rates.

**U. S. Epperson & Company**

Attorney and Manager

1101 R. A. LONG BLDG. KANSAS CITY


## LOUISVILLE

## ST. LOUIS

## MILWAUKEE

The hardwood business is showing steady and gradual improvement [illegible] received this season will at least equal that of a year ago, despite the fact that orders in some lines are not coming in quite as freely as might be wished for.

The larger consumers of hardwood are buying only enough to meet their present wants, although some of the smaller manufacturing concerns are placing fair sized orders. Stocks on hand at most of these mill and door and interior finishing plants are beginning to decrease and it is expected that larger orders will be placed soon. The hardwood market is holding firm and the high prices are undoubtedly keeping many concerns from ordering as freely as they usually do at this time of the year. Wholesalers say that lower prices are out of the question, in view of the shortage of dry northern stocks and the certainty that demand is bound to become stronger from now on. Of course, large buyers may stick to their waiting attitude until new stocks are on the market and in shape to use, but wholesalers do not believe that this is possible. Some basswood, cut the past winter, is arriving in the local market, but shipments of northern birch are not expected for some time.

The northern hardwoods are holding firm, despite the fact that buyers are placing as small orders as possible. Birch, maple, basswood and elm are in leading demand. There is a good call for maple flooring and prices in this line are holding up well. Plain red oak seems to be the leader in southern woods, while quarter-sawed oak is moving a little more slowly.

There was a slight falling off in the building investment in Milwaukee during the month of April, as compared with a year ago, but this was due to the fact that a permit was issued in April, 1913, for the erection of the Hotel Wisconsin, the structure alone costing $500,000. During April, 1914, there were 552 permits issued by Building Inspector W. D. [illegible] permits for structures to cost $1,798,110 during the corresponding month in 1913, [illegible] 1,186 permits issued for structures to cost $3,006,342, as against 1,156 permits and an investment of $3,457,551 a year ago.

Building operations in the country districts are rather quiet at the present time, as farmers are too busy with their crops to give much time to anything else. There is considerable building going on in the smaller cities and towns about the state, however.

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We have about fifteen million dollars worth of timberlands for sale. Write us what you want. Dealers in timberlands, lumber yards, mill machinery, mills for sale, arranging loans, selling and exchanging cutover lands, and a general real estate business. If you want to buy or sell write us. THE JANESVILLE EXCHANGE, Timber Dept., Janesville, Wisconsin.

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Hard Maple and Beech Squares 42", 44", 48" long, plump 1" x 1". Must be clear and straight. If you have any to offer write us. Will take them dry or green.
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Beech and Maple Squares size 2x2x36" long.
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DIMENSION OAK

Plain and Quartered

Various sizes for chair and table factories

Send to us for specifications and prices.

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EXPORT HOUSE OPEN TO

contract for quantities of shuttle blocks, cornel and persimmon; hickory dimension stock. Reply

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TIMBER INVESTMENTS

for sale that are probably the most enticing investments offered in America today. Our list consists of all varieties of timber in different size tracts. We can please the most discriminat-

receipt of your requirements.
GREAT NORTHERN INVESTMENT CO.,

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## E. H. KLANN LUMBER CO.

Cottonwood, Gum, Oak, Ash, Cypress, Yellow Pine, Dimension Stock

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Up to 24" Long, or
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Of Finest Quality and at Lowest Cost
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# GIBSON TALLY BOOK

This three-throw tally ticket cover is made from aluminum, and accommodates four tally tickets—4¼x8¾ inches in size.

Folds compactly to less than one-fourth inch in thickness and fits side or inside coat pocket.

Gives large area of four tickets for complicated tallies, or straight grade can be made on one page.

Accommodates any form of tally ticket desired.

Special, patented, triplicate tally tickets supplied, printed on waterproof paper with carbon backs. Tallies made on these tickets are unalterable. Their use enables the inspector to retain triplicate, and forward original and duplicate. Duplicate designed to be attached to invoice.

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Patent applied for on covers. Copyrighted, 1910. Triplicate Tally Tickets patented.

### PRICE LIST

| | |
|---|---|
| Aluminum Tally Covers, each - - - | $ 1.00 |
| Aluminum Tally Covers, per dozen - - - | 10.00 |
| Patented triplicate Tally Tickets (stock form) per 1,000 | 10.00 |
| Single sheet manila (stock form) Tally Tickets, per 1,000 | 4.00 |

Specimen forms of Tally Tickets mailed on application. Covers sold on approval to responsible concerns.

Manufactured by

**Hardwood Record**
**537 S. Dearborn St., CHICAGO**

# Doesn't It Look Good To You?

Specimen of one of the thousands of patented tabbed index cards involved in Hardwood Record's copyrighted Information Service, showing annual requirements for Lumber, Dimension Stock, Veneers and Panels employed by wholesalers and hardwood manufacturing consumers throughout the United States and Canada.

Illustration of Oak Cabinet in which this Information Service is filed.

**ILLINOIS**

## Key

| | | | |
|---|---|---|---|
| 1 | Ash | 12 | Hickory |
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| 3 | Beech | 14 | Maple |
| 4 | Birch | 15 | Oak |
| 5 | Butternut | 16 | Walnut |
| 6 | Cherry | 17 | Poplar |
| 7 | Chestnut | 18 | Miscellaneous including Dogwood, Holly, Locust, Persimmon, Sycamore. |
| 8 | Cottonwood | | |
| 9 | Cypress | | |
| 10 | Elm | 19 | Dimension stock |
| 11 | Gum | 20 | Veneers and panel stock |

Fac-simile of state key card between which the tabbed information cards are filed alphabetically by towns, by means of which instant reference can be made to the buyers of any kind of wood, in any locality in the United States and Canada.

THIS service is comprised in more than sixty bulletins, and additional bulletins of corrections and additions are printed frequently.

This service is kept positively up-to-date, and is indispensable to lumber and veneer sales departments.

It is an exclusive service disposed of only to HARDWOOD RECORD advertisers.

LET US TELL YOU ABOUT THE MODERATE COST

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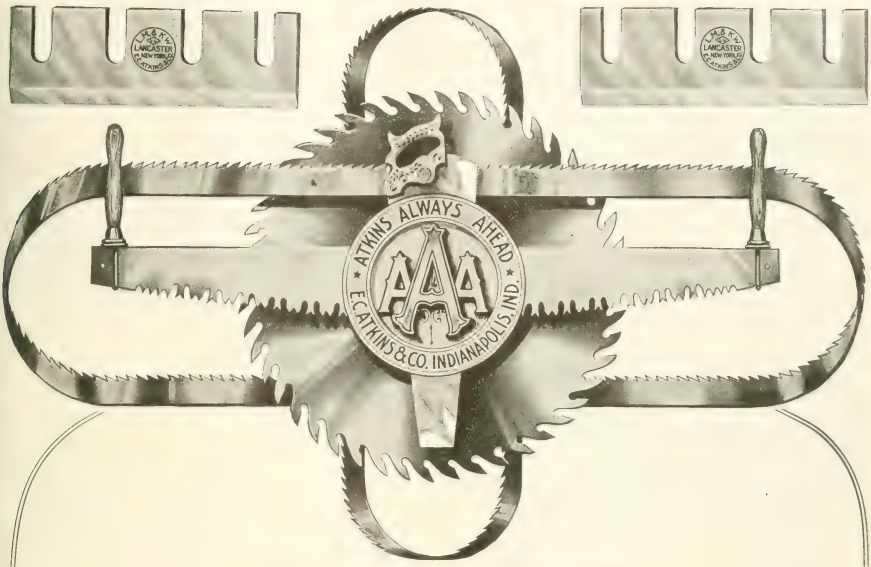



**There are SAWS and SAWS**
**Just as there are KNIVES and KNIVES**
or anything else that is made in different qualities.

**When you purchase**

# ATKINS SILVER STEEL SAWS
## and KNIVES

you are getting the best that money and brains can produce and at prices which are guaranteed to be absolutely fair. You are getting the worth of your money.

## *ATKINS ALWAYS AHEAD!*

We make a Perfect Saw or Knife for every purpose. Specify ATKINS SILVER STEEL. If you can't get them from your regular source, then write the nearest address below.

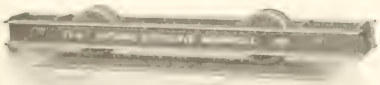
## E. C. ATKINS & CO., Inc.

*The Silver Steel Saw People*

HOME OFFICE AND FACTORY, INDIANAPOLIS, IND. CANADIAN FACTORY, HAMILTON, ONT.
Machine Knife Factory, Lancaster, N. Y.

Branches carrying complete stocks for immediate delivery in the following cities: Address E. C. ATKINS & CO., Inc.: Atlanta, Chicago, Memphis, Minneapolis, New Orleans, New York City, Portland, Ore., San Francisco, Seattle, Vancouver, B. C., Sydney, N. S. W.

# Kiln Truck



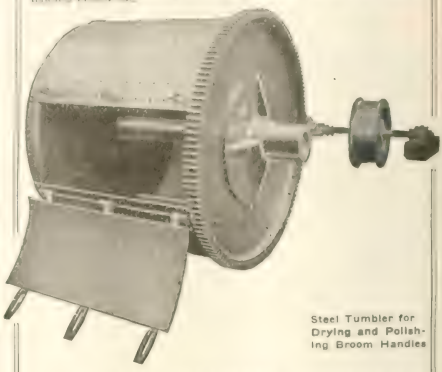
We make all styles of Kiln Trucks and Transfer Cars. They are roller bearing, steel or malleable iron wheels. We have one contract for twelve hundred of these trucks, with eight-inch wheels.

Always a large stock of material on hand. Can make prompt shipment.

**The National Dry Kiln Co.**
**Indianapolis, Ind.**

# Broom Handle Machinery

Let us tell you about our STEEL TUMBLERS FOR DRYING AND POLISHING BROOM HANDLES. This system is rapidly supplanting all others. More economical, less time required for drying, no polishing afterwards; greater per cent of straight handles turned out.



Steel Tumbler for Drying and Polishing Broom Handles

**CADILLAC MACHINE COMPANY**
Complete Line of Broom Handle Machinery
**CADILLAC, MICH.**

# HORSELESS SKIDDING

Skidding with mechanical rehauls to return lines to the woods is becoming more and more popular. Greater speed and independence from weather conditions constitute the principal reasons for this :-

YOU WILL BE INTERESTED IN HEARING & SEEING WHAT OTHERS ARE DOING WITH CLYDE MECHANICAL REHAUL SKIDDERS. *Write us and we will arrange to Show you*

**CLYDE IRON WORKS**
DULUTH, U. S. A.

# Logging Locomotives

must be specially designed to suit the service. Baldwin loggers have been built in all types and sizes.

The Mikado type, illustrated above, is doing excellent work, where long hauls must be made with heavy trains

**THE BALDWIN LOCOMOTIVE WORKS**
**PHILADELPHIA, PA., U. S. A.**
*Cable Address:—"Baldwin, Philadelphia"*

REPRESENTED BY

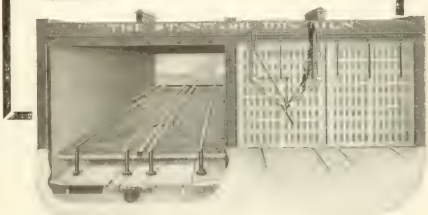
F. W. WESTON . . . . . 50 Church Street, New York, N. Y.
CHARLES RIDDELL . . . . . 625 Railway Exchange, Chicago, Ill.
C. H. PETERSON . . . . . 1010 Wright Building, St. Louis, Mo.
GEORGE E. JONES . . . . . 107 Travelers' Building, Richmond, Va.
A. WM. HINGER . . . . . 722 Spalding Building, Portland, Oregon

# All Varieties of Hardwoods are Successfully Dried

by The Standard Moist Air System, because in The Standard Dry Kiln the three elements, heat, humidity and circulation of air, are *always under perfect control*, so that the drying conditions can be adapted to exactly suit the requirements of the product.

**Let Users Tell You About The Standard Dry Kiln**

We have on file expressions from many concerns who dry hardwoods and who have found The Standard Moist Air Kiln not only more successful than others but *more economical* to operate and maintain. We'll be glad to send you copies of these letters—also our catalog, which contains a long list of Standard Dry Kiln users, any of whom will be pleased to tell you the actual facts. Address: The Standard Dry Kiln Co., 1559 McCarty St., Indianapolis, Ind.



# ELEPHANT RUBBER BELTING

**AIR DRILL AND AIR TOOL HOSE**

**STEAM WATER SUCTION**

**EXTRA QUALITY**

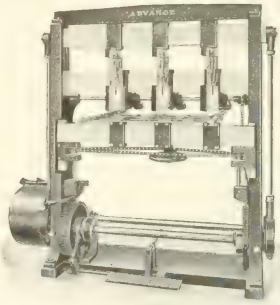
Recommended for hard service and guaranteed to do the work

SELLING AGENTS
CRANE COMPANY - - ALL BRANCHES
STANDARD EQUIPMENT CO., MOBILE, ALA
ALBANY MILL SUPPLY CO., ALBANY, GA.

**THE MECHANICAL RUBBER COMPANY**
(Chicago Rubber Works)

**307 W. Randolph Street, CHICAGO**
**ESTABLISHED 1882**

# Wire Stitching Machinery



FOR

Crates, Veneer and Resawed Lumber Boxes, Also Wire and Metal Bound Boxes,

FRUIT PACKAGES, BASKETS, FIBER SHIPPING CASES, PAPER BOXES AND SPECIAL PURPOSES

ASK FOR CATALOGUE

Manufactured by

**SARANAC MACHINE COMPANY**

BENTON HARBOR, MICH., U. S. A.

# VENEERS AND PANELS


## Ahnapee Veneer & Seating Co.

HOME OFFICE, FACTORY AND VENEER MILL, ALGOMA, WIS.
VENEER AND SAWMILL, BIRCHWOOD, WIS.

We manufacture at our Birchwood plant single ply veneers of all native northern woods and deliver stock that is in shape to glue.

From our Algoma factory, where we have specialized for twenty years, we produce panels of all sizes, flat or bent to shape, in all woods, notably in Mahogany and Quarter-Sawed Oak.

We make no two-ply stock, and do not employ sliced cut quartered oak. Our quartered oak panels are all from sawed veneer.

Every pound of glue we use is guaranteed hide stock. We do not use retainers. Our gluing forms are put under powerful screws and left until the glue has thoroughly set.

If you seek a guaranteed product that is the best, based on results accomplished by most painstaking attention and study of every detail, combined with the use of the best stock and an up-to-date equipment, our product will appeal to you.

If you are a "price buyer" we probably cannot interest you.

## *Veneers and Panels with a Reputation*

WE manufacture Veneers in all the native woods and for all purposes. Also Built-up Panels in native and foreign woods—three and five-ply—and have established a reputation for furnishing high-grade material. Send us your inquiries and orders and become one of our satisfied customers.

*Underwood Veneer Co.* *Wausau, Wis.*

## Custom Mill Work, Storage, Inspection

ON

Foreign Fancy Woods, Mahogany, Cedar, Circassian

We receive the logs, store or warehouse them, manufacture them into lumber, cut or saw veneers, pile and store the product, and ship via any railroad. Also furnish inspection returns on logs or lumber. Can furnish accommodations and economies which it is impossible to secure elsewhere. We always have on our yards parcels of plain and figured African, Mexican and Cuban Mahogany, Circassian Walnut and Cedar logs, placed here for sale by direct foreign shippers, from which advantageous purchases can be made.

Astoria Veneer Mills & Dock Co. Long Island City, New York

## For Veneer and Panel Manufacturers

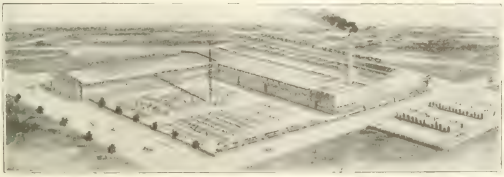
**Your Consumers' Lists Cost You BIG MONEY**

We can save it all and relieve you of all the detail and effort necessary to tabulate consumers' wants. **Our Card Index System of those wants,** just out, is the result of systematic effort. It is endorsed by your competitor.

***Can You Afford to Give Him that Advantage?***

HARDWOOD RECORD CHICAGO

# VENEERS AND PANELS



EVANSVILLE VENEER CO., Evansville, Indiana

## VENEERS

Manufacturers and Importers of

Circassian Walnut, Mahogany

and other woods

We quarter-saw and slice White Oak, Red Oak, Gum and Sycamore

Rotary cut stock in poplar and gum, for cross banding, back panels, drawer bottoms and panels.

Plant is equipped with the most modern machinery and drying systems known.

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**Memphis Veneer & Lumber Co.**

Memphis, Tenn.

## Mahogany Veneer

1-8, 3-16 and 1-4-in. door stock.
1-20 and 1-16-in. sawed mahogany.

**Sawed Veneer in the following**

Quartered White Oak,
Quartered Red Oak,
Plain Red Oak,
Yellow Poplar,
White Ash and
Quartered Red Gum

**Memphis Veneer & Lumber Company**

Memphis, Tennessee

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**(HB) OAK VENEERS (HB)**

in

**Sliced and Sawed Quartered and Plain White and Red Oak**

*Walnut Cherry Ash Maple*

Also Band Sawn Lumber in These Woods

**Hoffman Brothers Company**

FORT WAYNE, IND.

Established 1867 Incorporated 1904

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**B. C. JARRELL & CO.**

MANUFACTURERS OF

**High Grade, Rotary-Cut Gum**

**VENEERS**

**Cut right; dried right; prices right**

HUMBOLDT, - TENNESSEE

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"WE ARE GETTING RESULTS"

WRITES ONE ADVERTISER

This Means That He Is Getting

**NEW BUSINESS**

Through His Ad

If we can do it for him is there any logical reason why we can't for you?

*MAKE US PROVE IT*

HARDWOOD RECORD, CHICAGO

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SEDRO VENEER COMPANY

Manufacturers of COTTONWOOD ROTARY CUT & DOUGLAS FIR VENEERS AND PANELS

SEDRO-WOOLLEY, WASHINGTON

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HARDWOOD RECORD

Not only the ONLY HARDWOOD PAPER but the BEST LUMBER PAPER published

# MICHIGAN

FAMOUS FOR HARD MAPLE AND GREY ELM

## "Ideal" Steel Burnished Rock Maple Flooring

is the flooring that is manufactured expressly to supply the demand for the best. It is made by modern machinery from carefully-selected stock and every precaution is taken throughout our entire system to make it fulfill in every particular its name—"IDEAL"

ROUGH OR FINISHED LUMBER—ALL KINDS

*Send Us Your Inquiries*

**I. Stephenson Co., Trustees - WELLS, MICHIGAN**

## EAST JORDAN LUMBER CO.

EAST JORDAN, MICHIGAN

WE OFFER FOR PROMPT SHIPMENT

75M 4 4 No. 2 Common & Better Basswood

Winter cut—Full log run

RIGHT PRICES QUICK SHIPMENT

## Von Platen Lumber Co.

**Iron Mountain, Michigan**

MANUFACTURERS OF

**BIRCH BASSWOOD ELM MAPLE**

200 M ft. of 8/4 No. 2 Com. & Better Maple
100 M ft. of 8/4 No. 3 Com. Maple
30 M ft. of 12/4 No. 2 Com. & Better Maple
200 M ft. of 6/4 No. 2 Com. & Better Birch
100 M ft of 4/4 No. 1 and 2 Com. Birch

We Solicit Your Inquiries

SHIPMENTS VIA C. & N. W.—C., M. & ST. P.—W. & M.

## "Chief Brand" Maple and Beech Flooring

in 3/8, 1/2 and 13-16 and 1 1-16 inch Maple in all standard widths and grades, will commend itself to you and your trade on its merits alone

WRITE US, WE CAN INTEREST YOU

**Kerry & Hanson Flooring Co.**

GRAYLING, MICHIGAN

## S. L. EASTMAN FLOORING CO.

SAGINAW BRAND

**MAPLE FLOORING**

SAGINAW, MICH.

## HARDWOOD RECORD'S

strongest circulation is in the region where things are made of wood—WISCONSIN, MICHIGAN, ILLINOIS, INDIANA, OHIO, PENNSYLVANIA, NEW YORK and the East.

IT'S the BEST SALES MEDIUM for HARDWOOD LUMBER

## PROCTOR VENEER DRYER FIREPROOF

—AN—

UNPARALLELED SUCCESS

No Splitting Nor Checking

No Clogging Nor Adjusting

Recommended by all those who have tried it

THE PHILADELPHIA TEXTILE MACHINERY COMPANY

DEPT. L, HANCOCK & SOMERSET STS. PHILADELPHIA, PA.

## *If You Knew*

*What our BULLETIN SERVICE was doing for your competitor in the lumber business, you'd not only want the service yourself, but YOU'D HAVE IT.*

*Let Us Tell You About It.*

*Hardwood Record :: Chicago*

# BUFFALO

## The Foremost Hardwood Market of the East


G. ELIAS & BRO.
**HARDWOODS**
White Pine, Yellow Pine, Spruce, Hemlock, Fir, Lumber, Timber, Millwork, Boxes, Maple and Oak Flooring
955-1015 ELK STREET

BUFFALO HARDWOOD LUMBER CO.
We want to buy for cash
OAK, ASH AND OTHER HARDWOODS
All grades and thicknesses.
Will receive and inspect stock at shipping point
Branch yard, Memphis, Tenn.
940 Seneca Street, BUFFALO

Hugh McLean Lumber Co.
OUR SPECIALTY
*QUARTERED WHITE OAK*
940 ELK STREET

T. SULLIVAN & CO.
SPECIALTIES:
*Gray Elm, Brown Ash*
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2 ARTHUR STREET

YEAGER LUMBER COMPANY, Inc.
SPECIALTIES
**Oak, Ash and Poplar**
932 ELK STREET

ANTHONY MILLER
**HARDWOODS OF ALL KINDS**
893 EAGLE STREET

Standard Hardwood Lumber Co.
OAK, ASH and CHESTNUT
*1075 Clinton Street*


The above firms carry large and well assorted stocks of all kinds and grades of Hardwoods, and have every facility for filling and shipping orders promptly. They will be pleased to have your inquiries.

# Vansant, Kitchen & Company

Manufacturers Old-Fashioned Soft Yellow Poplar

5-8 and 4-4 In Wide Stock, Specialty

Ashland, Kentucky

EASTERN REPRESENTATIVE, John L. Cochran
601 W. 115th Street, New York City

## Little River Lumber Company

TOWNSEND, TENN.

WE continue cutting Hardwoods and Hemlock out of big, smooth, clean, prime logs, and we give special attention to the making of stock that is hard to make and is required in heavy thicknesses and special widths and lengths. We are in shape now to cut Poplar, in any widths or thicknesses desired. Also are getting into the mill a fine lot of Chestnut logs that can be cut to order. A little later on will be glad to talk Southern Mountain Maple with you—IT IS SURE FINE. Also Hemlock in all widths and all grades.

We Continue to Solicit the Business of

**Discriminating Buyers of High Grade Smoky Mountain Hardwoods and Hemlock**

## For Prompt Shipment

we are offering a stock of about FIVE MILLION FEET of HIGH GRADE ROTARY CUT POPLAR, OAK, ASH, CHESTNUT, PINE AND WALNUT VENEER now in our Burnside, Ky., warehouses AT ATTRACTIVE PRICES. This is largely STANDARD STOCKS as to thicknesses, sizes and grades; also RARE BARGAINS IN ODD LOTS. Write us for particulars.

**CHICAGO VENEER CO., Inc., DANVILLE, KY.**

# YELLOW POPLAR

MANUFACTURERS OF BAND SAWED
POPLAR
QUARTERED OAK
PLAIN OAK
CHESTNUT
BASSWOOD

White Oak Flooring

SPECIALTY
QUARTER SAWED
WHITE OAK

Coal Grove, Ohio, U. S. A.

# LUMBER CO

GUM MANUFACTURERS ENTHUSIASTIC

# Hardwood Record

Nineteenth Year, Semi-Monthly.

CHICAGO, MAY 25, 1914

Subscription $2. Single Copies, 10 Cents.

We are prepared to ship promptly on receipt of order

## Hardwoods of All Kinds

from our Philadelphia Yard or direct from our Mills.

**Specialties**

- 7 in. x 24 in. No. 1 Heart Split Cypress Shingles.
- 5-8 Soft Yellow Tennessee Panel Poplar 18 in. and over.

**J. Gibson McIlvain & Co.**
1420 Chestnut Street, Philadelphia, Pa.

## Memphis Band Mill Co.

**Manufacturers**

## HIGH GRADE LUMBER

QUARTERED WHITE OAK

PLAIN WHITE OAK

QUARTERED RED OAK

PLAIN RED OAK

RED GUM SAP GUM

COTTONWOOD

ALL BAND SAWN

LET US QUOTE YOU PRICES

**Memphis Tennessee**

## Cartier-Holland Lumber Company

**Special List Stock for Furniture Trade**

75,000' 4/4 Sel. End Dried Winter Cut White Maple
20,000' 8/4 No. 1 Com. & Btr. Unselected Maple
14,000' 4/4 Log Run Michigan White Oak
30,000' 4/4 Log Run Michigan Soft Elm
46,000' 6/4 Log Run Soft Maple
100,000' 4/4 Log Run Beech
20,000' 6/4 Log Run Beech
50,000' 8/4 Log Run Beech

**CRATING STOCK**

275,000' 4/4 Mixed Widths and Lengths Pine Crating
1,200,000' 1x4" White Pine Crating
150,000' 4/4 Mixed Widths and Lengths Nos. 2 and 3 Common Basswood

REMEMBER, We perform whatever mill work you require. The 8/4 Maple mentioned above runs 85% 1sts and 2nds.

**Michigan Trust Building**
**Grand Rapids, Mich.**

**Mill:**
**Ludington, Mich.**

# MICHIGAN

FAMOUS FOR HARD MAPLE AND GREY ELM

## Michigan Hardwoods

**Our Own Manufacture**

DRY STOCK LIST

| | |
|---|---|
| 1x4 Basswood, Clear | 60 M |
| 1x7 & up Basswood, 1s & 2s | 20 M |
| 1x3 Basswood, No. 1 Common | 35 M |
| 1x4 Basswood, No. 1 Common | 20 M |
| 1x5 Basswood, No. 1 Common | 25 M |
| 1x6 Basswood, No. 1 Common | 75 M |
| 4/4 Basswood, No. 1 Common | 150 M |
| 4/4 Basswood, No. 2 Common | 150 M |
| 4/4 Basswood, No. 3 Common | 40 M |
| 4/4 Red Curly Birch, 1s & 2s | ½ M |
| 4/4 Cadillac Gray Elm, No. 2 Common | 100 M |
| 4/4 Cadillac Gray Elm, No. 1 Common | 40 M |
| 4/4 Cadillac Gray Elm, 1s & 2s | 55 M |
| 1x14 & up Cadillac Gray Elm, 1s & 2s | 8 M |
| 6/4 Cadillac Gray Elm, 1s & 2s | 24 M |
| 8/4 Cadillac Gray Elm, No. 1 & 2 Com | 8 M |
| 8/4 Rock Elm, No. 4 Common | 3 M |
| 4/4 White Maple, End Dried (Clear) | 13 M |
| 5/4 Maple Step | 24 M |
| 4/4 Maple No. 3 Common | 15 M |
| 4/4 Elm, Basswood and Oak, No. 4 Com | 23 M |

"It is not what lumber costs you, so much as what you can get out of it, that decides its value for your work."

## COBBS & MITCHELL, Inc.

Sales Department

**CADILLAC, MICH.** May 4, 1914

## Mitchell Brothers Co.

**Dry Stock List**

### CADILLAC GRAY ELM

**Cadillac, Mich.** **May 4, 1914**

| | |
|---|---|
| 1x4 Basswood, clear | 20M |
| 1x6 and up Basswood, No. 1 Common | 34M |
| 4/4 Birch, No. 3 Common | 9M |
| 4/4 Cadillac Gray Elm, 1's and 2's | 100M |
| 4/4 Cadillac Gray Elm, No. 1 Common | 100M |
| 4/4 Cadillac Gray Elm, No. 3 Common | 16M |
| 5/4 Cadillac Gray Elm, 1's and 2's | 12M |
| 12/4 Cadillac Gray Elm, 1's and 2's | 5M |
| 4/4 Soft Maple, No. 3 Common | 30M |
| 6/4 Hard Maple, 1's and 2's | 2M |
| 4/4 White Maple End Dried (Clear) | 10M |
| 4/4 Birdseye Maple, 1's and 2's, End Dried | 1M |
| 4/4 Basswood and Elm, No. 4 (Part Dry) | 20M |

### CADILLAC QUALITY

**When you want lumber of Cadillac Quality, Lumber which has been manufactured and seasoned properly, and grades which have not been blended to meet price competition—send us your inquiries.**

**WE SELL ONLY MITCHELL'S MAKE**

## W. D. YOUNG & CO.

MANUFACTURERS

### FINEST MAPLE FLOORING

KILN DRIED, HOLLOW BACKED
MATCHED OR JOINTED
POLISHED AND BUNDLED

**Hard Maple, Beech and Birch Lumber**

1 TO 6 INCHES THICK WRITE FOR PRICES

**BAY CITY, :: :: MICHIGAN**

THE

## Kneeland-Bigelow Company

**Hardwood Manufacturers**

150,000 ft. 6/4 No. 2 Common & Better Beech
12,000 ft. 10/4 No. 1 Common & Better Basswood
50,000 ft. 6/4 No. 3 Common Elm

All of the above stock is nicely manufactured, being band sawed, trimmed, and well seasoned. We are prepared to quote attractive prices for this material for immediate shipment.

**BAY CITY, MICH.**

# LOUISVILLE

## THE HARDWOOD GATEWAY OF THE SOUTH

## The "Open Sesame" to Lumber Satisfaction

If you are a buyer of hardwood lumber, whether a wholesaler or factory man, we have something of interest to say to you. It is not merely interesting in a general way, but it has a dollars-and-cents angle that will appeal to you practically.

We want to show you how to buy lumber in the way to get the most for your money. You know, whether you buy for your own use or on the account of a customer, that there are more things involved in a lumber deal than getting a quotation and signing the order. The most important things come after: first, in the way the lumber is inspected and measured; second, the general condition of the stock, how it has been manufactured, dried, etc.; third, the way the lumber runs for widths and lengths; fourth, the service to the customer in the delivery of the stock just when it is wanted—not too soon nor too late.

In other words, the lumber concern which is worthy of your patronage must do more than sell lumber: it must also dispense satisfaction. And it may be of interest to you to know that lumber buyers of importance are agreed that Louisville, Kentucky, is the most satisfactory hardwood market in the United States.

Think this over and write to any of the firms listed below.

**North Vernon Lumber Company**

**Churchill-Milton Lumber Company**

**Edward L. Davis Lumber Company**

**W. P. Brown & Sons Lumber Company**

**Norman Lumber Company**
(Mills at Holly Ridge, La.)

**Booker-Cecil Company**

**Stemmelen Lumber Company**
(Branch Office, New Albany, Ind.)

**The Louisville Veneer Mills**

**J. RAYNER**
**VENEERED PANELS**
ALL WOODS
SEND FOR STOCK LIST
**MAHOGANY LUMBER**
CARROLL AVE. AND SHELDON ST.
CHICAGO

**CHOICE BIRCH AND MAPLE—10,500 ACRES**

I offer the above tract of best quality and splendidly located timber in Ontario, ten miles from Sault Ste. Marie, Ontario, a town of 25,000 population. Will cut 90% birch and maple. Estimated by George F. Beardsley, cruiser of Grand Rapids, Mich. Location and mill site on deep water. Can ship either by water or rail. Lands in fee simple—no crown dues, no export restrictions. Close to American Soo. Easy logging. Reasonable price and terms.

**William H. Ranson,** Sault Ste Marie, **Mich.**

**A floor to adore**

For thirty-three years Wilce's Hardwood Flooring has been among the foremost on the market and because it stands today "unequaled" is the best evidence that its manufacturer has kept abreast of modern methods and the advanced demands of the trade. To convince yourself of the above statements, try our polished surface flooring, tongued and grooved, hollow backed, with matched ends and holes for blind nailing—you'll find it reduces the expense of laying and polishing.

*Our Booklet tells all about Hardwood Flooring and how to care for it—also prices—and is free.*

**The T. Wilce Company**
22nd and Throop Sts. CHICAGO, ILL.

**Clarence Boyle, Inc.,** 312 Portland Block Chicago
WHOLESALE LUMBER
*Always in the market for OAK, GUM and POPLAR*

**Hayden & Westcott Lumber Co.**
SPECIAL RAILROAD DEPT.
Hardwoods :: Softwoods
823 Railway Exchange Building, Chicago, Ill.

**89%**

of HARDWOOD RECORD subscribers are owners of steam plants. Eighty-nine per cent are, therefore, buyers of wood-working machinery. There is little percentage of waste circulation in HARDWOOD RECORD for machinery advertisers.

SAVE YOUR MONEY BY USING THE
**RED BOOK** Published Semi-annually in February and August

It contains a carefully prepared list of the buyers of lumber in car lots, both among the dealers and manufacturers. The book indicates their financial standing and manner of meeting obligations. Covers the **United States, Alberta, Manitoba and Saskatchewan.** The trade recognizes this book as the authority on the line it covers.

A well organized Collection Department is also operated and the same is open to you. **Write for terms.**

**Lumbermen's Credit Assn.,** Established 1878
608 So. Dearborn St. CHICAGO *Mention This Paper* 55 John St. NEW YORK CITY

# KNOXVILLE

Famous for Finest Type of Poplar, Oak and Chestnut.

## VESTAL LUMBER AND MANUFACTURING CO.

KNOXVILLE, TENNESSEE.

### QUARTERED WHITE OAK

OUR SPECIALTY

MANUFACTURERS OF

QUARTERED WHITE OAK, PLAIN OAK, POPLAR, WALNUT & TENNESSEE RED CEDAR LUMBER

BAND MILLS AT VESTAL, A SUBURB OF KNOXVILLE. SOUTHERN AND LOUISVILLE & NASHVILLE RAILROAD

H. S. MIZNER, Pres. — J. M. LOGAN, Gen'l Manager

C. C. CANNON, Vice-Pres. — C. E. SWANN, Sec'y and Treas.

## J. M. LOGAN LUMBER CO.

MANUFACTURERS AND WHOLESALERS

HARDWOODS AND PINE

POPLAR A SPECIALTY

Main Office and Yards: Knoxville

Branch Office and Yard:
Bank and McLean Ave., Cincinnati — I. M. ASHER, Mgr

We Want Orders for the following Dry Stock:
WHITE OAK—Plain or Quartered.
RED OAK—Plain or Quartered.
CHESTNUT — BASSWOOD
POPLAR — WHITE PINE

Always carry large well assorted stock of all kinds of Hardwoods.

CAN SHIP ON SHORT NOTICE.

THE HARDWOOD RECORD is a different kind, and altogether better lumber newspaper than has hitherto been published. This is made possible by the loyal co-operation and support of the hardwood element of the lumber industry. If you are a subscriber you will agree.

SLICED QUARTERED OAK

## "The Very Best"

FIGURED AND PLAIN

ASH, CHESTNUT, POPLAR, PINE
RED OAK, WH. OAK, WALNUT

Knoxville Veneer Co.

## What Veneer and Panel Consumers Will Use in 1914

This information is shown completely in our new correction pamphlet (off the press this week), which revises our veneer and panel consumers' requirements lists complete according to 1914 requirements.

The information contained is all first hand and guaranteed to be authentic. It gives all details that you want to know on which to base an intelligent quotation.

It would cost you thousands of dollars and years of work to compile the same information—we know because that is what it cost us. You can have it for 1% of its real cost.

As its best use is while it is fresh and it costs only two cents to write, drop us a line today and let us give you the details.

HARDWOOD RECORD, CHICAGO, ILL.

LIDGERWOOD

INTERLOCKING DRUMS
ENGINE PULLS SLACK ANY LENGTH
REQUIRED

Lidgerwood Mfg. Co.
96 Liberty St. New York N.Y.

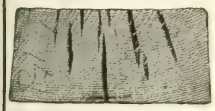
LOGS AT MILL AT LOWEST COST

CABLEWAY "1913" KIDDER

HIGH SPEED RETURN
SKIDS DOWNHILL as WELL as UPHILL

Branch Offices
Chicago Seattle

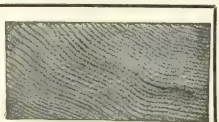
Agencies
Canada Canadian Allis Chalmers Ltd
New Orleans Woodward Wight & Co. Ltd.



**Lumber Dried As Never Before**

SEE THE DIFFERENCE

GRAND RAPIDS DRY KILN
GRAND RAPIDS VENEER WKS., SOLE MFRS., MICHIGAN



SECURE BETTER PRICES

AT LESS SELLING COST BY REACHING MORE CUSTOMERS. HARDWOOD RECORD PUTS YOU BEFORE THEM ALL TWICE A MONTH. ASK US ABOUT IT.

CINCINNATI

THE GATEWAY OF THE SOUTH

# RED GUM

Write us when you want BONE DRY stock
High Grade Fine Widths Good Lengths

**BENNETT & WITTE**
224 West Fourth St. CINCINNATI, O.

**ATTENTION, Mr. Furniture Man—**

If it is to your advantage to have stock that is even colored, soft in texture try a car of our Plain or Quartered Oak

25,000,000 feet of dry stock on hand at all times—cut from a tract of 95,000 acres of timber

**The Mowbray & Robinson Company**

MILLS
Quicksand, Ky.
Viper, Ky.
West Irvine, Ky.

MAIN OFFICE
CINCINNATI, OHIO

YARDS
Cincinnati, O.
Detroit, Mich.
Rochester, N. Y.
Brooklyn, N. Y.

W. E. HEYSER, President WEAVER HASS, V. President
BENJAMIN BRAMLAGE, Sec'y & Treas.

**The W. E. Heyser Lumber Company**

MAIN OFFICE & YARDS
Winton Place
Cincinnati, Ohio

BRANCH YARDS AND MILLS
West Virginia, Mississippi, Arkansas & Kentucky

12,000,000 ft. High Grade West Virginia and Southern Hardwoods in stock at all times.

Shipments made direct from our own yards and mills in straight or mixed cars.

SEND US YOUR INQUIRIES

## Penrod Walnut & Veneer Co.

**Mills, Kansas City and Helena, Ark.**

Address all inquiries to

**General Offices**
**KANSAS CITY, MO.**

**Kansas City Plant**
**Exclusively**
**WALNUT**

American and Circassian Figured and Plain VENEERS and LUMBER

**Helena, Ark., Plant**
**Exclusively**
**Rotary Cut Veneers**

Oak, Ash
Red Gum, Elm
Poplar
Cypress
Yellow Pine
DRY AND FLAT
LATHES UP TO 104″

## PENROD-JURDEN-McCOWEN LUMBER COMPANY

**Band Mills & Offices: Brasfield, Ark.**

Ready for immediate shipment

RED GUM

| QUARTERED | PLAIN |
|---|---|
| 2 cars 4/4″ 1s and 2s. | 3 cars 4/4″ 1s and 2s. |
| 1 car 5/4″ 1s and 2s. | 2 cars 5/4″ 1s and 2s. |
| 1 car 6/4″ 1s and 2s. | 1 car 6/4″ 1s and 2s. |
| 2 cars 8/4″ 1s and 2s. | 3 cars 8/4″ 1s and 2s. |
| | 1 car 10/4″ 1s and 2s. |
| 3 cars 4/4″ No. 1 Com. | 3 cars 4/4″ No. 1 Com. |
| 1 car 5/4″ No. 1 Com. | 2 cars 5/4″ No. 1 Com. |
| 1 car 6/4″ No. 1 Com. | 2 cars 6/4″ No. 1 Com. |
| 2 cars 8/4″ No. 1 Com. | 3 cars 8/4″ No. 1 Com. |
| | 2 cars 10/4″ No. 1 Com. |

## The Famous Cache River Red Gum

**Band Sawn—Dry—Flat**

Plain and Quarter Sawn Red and White Oak always in stock

GOOD GRADES "STEARNS QUALITY LUDINGTON" PROMPT SERVICE

## HARDWOOD SPECIALISTS

### Service First

20,000,000 feet of dry Hardwood for immediate shipment.

We've got what you want when you want it.

OUR SPECIALTIES

**Planing Mill Work**
**Dimension Stock**
**Kiln Drying**

### Our Special Offer

18M 1x6″ FAS Basswood.
21M 1x6 to 8″, 10′ and 12′ FAS Basswood.
15M 1x12″ and wider FAS Basswood.
40M 1x5 x6″ No. 1 Com. Basswood.
26M 1x7″ and wider No. 1 Com. Basswood.
27M 1x8″ and wider No. 1 Com. Basswood.
50M 1x6″ and wider FAS Beech.
40M 1x6″ and wider No. 1 Com. Beech.
45M 5/4 No. 1 Com. and btr. Beech.
55M 1x6″ and wider No. 1 Com. Birch.
40M 8/4 No. 1 Com. and btr. Soft Gray Elm.
65M 12/4 No. 1 Com. and btr. Soft Gray Elm.
20M 16/4 No. 1 Com. and btr. Soft Gray Elm.

*Write for Bargain Prices*

The STEARNS SALT & LUMBER CO. LUDINGTON, MICH.

# NASHVILLE

## THE LOGICAL PLACE TO BUY HARDWOODS

THE following is a list of stocks offered to the consuming trade by the hardwood lumbermen of Nashville. The character of the timber from which Nashville hardwood men secure their stocks places them in a peculiarly strong position as far as quality of lumber is concerned. Nashville lumbermen have always been noted for their strict adherence to all terms of sale, and in short have an enviable reputation for making good both as to the quality of lumber and as to grading.

The members of the Nashville hardwood trade solicit your attention to these facts and an opportunity of demonstrating their truthfulness.

### MORFORD LUMBER CO.

42,000 ft. 4/4 1s & 2s Pl. Red Oak.
24,000 ft. 4/4 No. 1 Common Plain Red Oak.
12,000 ft. 5/4 1s & 2s Pl. Red Oak.
14,000 ft. 8/4 1s & 2s Pl. Red Oak.
64,000 ft. 4/4 1s & 2s Pl. Wh. Oak.
35,000 ft. 4/4 No. 1 Common Plain White Oak.
8,000 ft. 5/4 1s & 2s Pl. Wh. Oak.
4,000 ft. 5/4 No. 1 Common Plain White Oak.
15,000 ft. 4/4 1s and 2s Qtd. White Oak.
1 car of 10/4 and 12/4 No. 1 Common and Better Ash.
1 car of 5/4 No. 1 Common Poplar.
1 car of 4/4 11" and 12" Poplar Box Boards.

### BAKER, JACOBS & COMPANY

3,100 ft. 1" 1s and 2s Poplar, 24" and up.
9,500 ft. 1" 1s and 2s Poplar, 18" to 23".
15,000 ft. 1" 1s & 2s Poplar, regular.
12,000 ft. 1" Sap Poplar.
14,000 ft. 1" No. 1 Common Poplar.
16,000 ft. 5/4 No. 1 Com. Poplar.
40,000 ft. 6/4 No. 1 Com. Poplar.
16,000 ft. 8/4 1s and 2s Poplar.
60,000 ft. 1" 1s and 2s Qtd. White Oak.
20,000 ft. 1" 1s and 2s Plain White Oak.
2,400 ft. 1" 1s and 2s Qtd. White Oak, 14" and up.

### TENNESSEE OAK FLOORING CO.

FOR PROMPT SHIPMENT

5 cars 4/4 1sts and 2nds Plain White Oak.
5 cars 4/4 1sts and 2nds Plain Red Oak.
1 car 4/4 1sts and 2nds Quartered White Oak.
1 car 4/4 1sts and 2nds Red Gum.
3 cars 4/4 No. 1 Common Red Gum.
2 cars 4/4 13" to 17" Gum Box Boards.
4 cars 4/4 Log Run Tupelo Gum.
1 car 4/4 No. 2 Common Gum.

### THE DAVIDSON, HICKS & GREENE COMPANY

40,000 ft. 4/4 1s and 2s Plain White Oak
20,000 ft. 5/4 1s and 2s Plain Red Oak
15,000 ft. 5/4 No. 1 Plain Red Oak
50,000 ft. 4/4 1s and 2s Chestnut
25,000 ft. 6/4 1s and 2s Chestnut
20,000 ft. 4/4 No. 1 Common Chestnut
40,000 ft. 5/4 No. 1 Common Chestnut
12,000 ft. 8/4 No. 1 Common Chestnut
15,000 ft. 5/8 1s and 2s Poplar, 7" and up
30,000 ft. 4/4 1s and 2s Poplar, 7" and up
15,000 ft. 5/4 1s and 2s Poplar, 7" and up
20,000 ft. 6/4 1s and 2s Poplar, 7" and up
12,000 ft. 5/4 Sap Poplar, 5" and up
12,000 ft. 6/4 Sap Poplar, 5" and up
40,000 ft. 5/4 No. 1 Common Poplar, 5" and up
30,000 ft. 6/4 No. 1 Common Poplar, 5" and up

### NASHVILLE HARDWOOD FLOORING CO.

***A few items we are very anxious to to move at very low prices.***

**OAK FLOORING**

60,000′ 3/8"x1½" Clear Plain White
150,000′ 3/8"x2" Clear Plain White
200,000′ 13-16" x 2¼" Clear Plain White
40,000′ 3/8"x1½" Clear Plain Red
200,000′ 3/8"x2" Clear Plain Red
200,000′ 13-16" x 2¼" Clear Plain Red
70,000′ 13-16" x 2¼" Clear Qtd. White
15,000′ ½"x2" Clear Qtd. Red
30,000′ 5/8"x2¼" Clear Qtd. Red
20,000′ 13-16" x 2¼" Sap Clear Qtd. White

### FARRIS HARDWOOD LUMBER CO.

1 car 5/4 No. 2 Common Quartered White Oak
1 car 6/4 No. 2 Common Quartered White Oak
1 car 4/4 1s and 2s Poplar
10 cars 4/4 No. 1 Common Poplar
1 car 4/4 Sap and Select Poplar
1 car 4/4 No. 1 Common and Better Quartered Sycamore
1 car 4/4 No. 1 Common and Better Plain Sycamore

### JOHN B. RANSOM & CO.

SPECIAL LOT OF STOCK

100 M′ 4/4 1s and 2s Plain White Oak
150 M′ 4/4 No. 1 Common Plain White Oak
50 M′ 4/4 No. 2 Common Plain White Oak
100 M′ 4/4 No. 1 Common Plain Red Oak
50 M′ 4/4 No. 2 Common Plain Red Oak
50 M′ 4/4 No. 1 Common Qtd. White Oak
20 M′ 12/4 1s and 2s Qtd. White Oak
5 M′ 12/4 No. 1 Common Qtd. White Oak

# THE SOUTH

PROMINENT SOUTHERN MANUFACTURERS

## Band Sawn Hardwoods

*WE PRODUCE OUR OWN STOCKS*

**Our Specialties:**

Cottonwood— Oak Three Ply Red
Red and Sap Gum Plain and Quartered Red and White Gum Panels

**A Few Items We Want To Move**

4 Cars 4/4" 1st and 2nds Red Gum
8 Cars 4/4" No. 1 Common Red Gum
5 Cars 6/4" 1st and 2nds Sap Gum
4 Cars 4/4" Select Yellow Cypress
5 Cars 4/4" No. 1 Shop Yellow Cypress
9 Cars 4/4" x 13" to 17" 1st and 2nds Cottonwood
8 Cars 4/4" x 6" to 12" 1st and 2nds Cottonwood
7 Cars 5/4" x 6" to 12" 1st and 2nds Cottonwood
11 Cars 4/4" x 13" to 17" Box Board Cottonwood
5 Cars 4/4" x 11" & 12" Box Board Cottonwood
4 Cars 4/4" x 9" to 12" Box Board Cottonwood
2 Cars ½" No. 1 Common Quartered White Oak
10 Cars 6/4" Log Run Soft Maple
7 Cars 4/4 1st and 2nds Plain Red Oak

**WRITE US FOR PRICES**

**ANDERSON-TULLY COMPANY, Memphis, Tenn.**

BOX SHOOKS and VENEERS

## N. A. WEBSTER

Manufacturers and Wholesalers

**Yellow Pine and Southern Hardwoods**

OAK. ASH. HICKORY. GUM. CYPRESS. TIES. PILING

**TEXARKANA, ARK.—TEX.**

## TWO SPECIALTIES

FINELY FIGURED QUARTERED RED GUM FOR MAHOGANY OR CIRCASSIAN FINISH AND
FINELY FIGURED EVEN COLOR QUARTER-SAWN WHITE OAK

Write for our booklet How to Judge grade of Stock to obtain best results on dressed wood.

**G. H. EVANS LUMBER COMPANY, Chattanooga, Tennessee**

## GARETSON-GREASON LUMBER CO.

2187 Railway Exchange Bldg. ST. LOUIS

**MANUFACTURERS**

**Four Mills**

## Salt Lick Lumber Co.

SALT LICK . . . KENTUCKY

MANUFACTURERS OF

Eureka Oak Flooring

**Complete stock of 3/8" and 13/16" in all standard widths**

**Write us for description and prices on the following stock:**

4/4", 6/4" & 8/4" Sap Poplar
5/8", 4/4", 5/4", 6/4" and 8/4" No. 1 Common Poplar
4/4", 6/4" and 8/4" No. 2 Common Poplar
4/4", 5/4", 6/4", and 8/4" No. 1 Common & Better Chestnut

**FARRIS HARDWOOD LUMBER CO.**

*Manufacturers of Hardwood Lumber*

**Nashville, Tenn.**

## TO CONSUMERS COTTONWOOD

WE OFFER

3 cars 4/4 9" to 12" Boxboards — 2 cars 4/4 13" and wider 1s & 2s
3 cars 4/4 6" to 12" 1s and 2s — 10 cars 4/4 No. 1 and No. 2 Com.

**The Johnson-Tustin Lumber Company**

566 Randolph Bldg. MEMPHIS, TENN.

**89%** of HARDWOOD RECORD subscribers are owners of steam plants. Eighty-nine per cent are, therefore, buyers of wood-working machinery. There is little percentage of waste circulation in HARDWOOD RECORD for machinery advertisers.

## Carolina Spruce Company

OFFERS FOR SALE

Two cars 8/4 common and better Basswood
One car 4/4 1st and 2nd Basswood
Three cars 4/4 No. 2 common Basswood
Two cars 4/4 No. 3 common Basswood
Two cars 5/4 common and better Chestnut
Three cars 8/4 common and better Chestnut
Three cars 8/4 common and better Red Oak
Four cars 4/4 common and better Red Oak
Two cars 4/4 No. 2 common Red Oak

BAND SAWN STOCK

Mills: Pensacola, N. C. Capacity, 90,000 ft. per day

Charles K. Parry & Co. Sole Selling Agents Land Title Building Philadelphia

# Walnut, the King of Brown Woods

EXPERTS agree that this is to be a brown wood era. Those who have tired of red and yellow are turning to quiet, rich, aristocratic brown shades with relief and approval. American black walnut is the peer of all woods and easily the leader of the browns. Wise furniture manufacturers, interior finish men and others who are watching for new developments affecting the use of woods must hereafter take walnut into account.

Note the large stocks, ready for shipment, held in the form of logs, lumber and veneers by the concerns named below.

### THEODOR FRANCKE ERBEN, G. m. b. H.
**Cincinnati, Ohio**

**WALNUT**
**1st and 2nds**

3/8" ..... 30,000'
1/2" ..... 110,000'
5/8" ..... 165,000'
3/4" ..... 140,000'
4/4" ..... 78,000'
5/4" ..... 61,000'
6/4" ..... 34,000'
8/4" ..... 33,000'
10/4" and up.... 20,000'

**No. 1 Common**

3/8" ..... 14,000'
1/2" ..... 22,000'
5/8" ..... 80,000'
3/4" ..... 54,000'
4/4" ..... 10,000'
5/4" ..... 36,000'
6/4" ..... 29,000'
8/4" ..... 61,000'
10/4" and up.... 1,000'

**No. 2 Common**

4/4" ..... 28,000'
5/4" and 6/4".. 24,000'
10/4" and up.....4,000'

### PENROD WALNUT & VENEER CO.
**Kansas City, Missouri**

**WALNUT**
**1st and 2nds**

44,000' ..... 5/8"
62,000' ..... 3/4"
85,000' ..... 4/4"
36,000' ..... 5/4"
24,000' ..... 6/4"
22,000' ..... 8/4"
8,000' .....10/4"

**No. 1 Common**

38,000' ..... 5/8"
77,000' ..... 3/4"
174,000' ..... 4/4"
38,000' ..... 5/4"
29,000' ..... 6/4"
12,000' ..... 8/4"
10,000' .....10/4"

**Kraetzer Cured Lumber**

In stock ready for shipment Three Million Feet of Figured Walnut Butt Veneers and Two Million Feet of Figured Walnut Long Veneers.

We furnish Plain Walnut Veneer any thickness—cut to size.

### East St. Louis Walnut Co.,
**East St. Louis, Ill.**

**Black Walnut**

50,000' 3/8" 1st & 2nds
50,000' 3/8" No. 1 Com.
130,000' 1/2" 1st & 2nds
60,000' 1/2" No. 1 Com.
180,000' 5/8" 1st & 2nds
110,000' 5/8" No. 1 Com.
160,000' 3/4" 1st & 2nds
110,000' 3/4" No. 1 Com.
54,000' 4/4" 1st & 2nds
169,000' 4/4" No. 1 Com.
66,000' 5/4" 1st & 2nds
32,000' 5/4" No. 1 Com.
29,000' 6/4" 1st & 2nds
32,000' 6/4" No. 1 Com.
14,000' 8/4" 1st & 2nds
22,000' 8/4" No. 1 Com.
6,000' 10/4" 1st & 2nds
7,000' 10/4" No. 1 Com.
13,000' 12/4" 1st & 2nds
8,000' 12/4" No. 1 Com.

### PICKEREL WALNUT COMPANY
**St. Louis, Missouri**

**WALNUT**
**1st and 2nds**

20,000' ..... 5/8"
15,000' ..... 3/4"
100,000' ..... 4/4"
20,000' ..... 5/4"
30,000' ..... 6/4"
22,000' ..... 8/4"
10,000' .....10/4"
8,000' .....12/4"

**No. 1 Common**

20,000' ..... 5/8"
15,000' ..... 3/4"
80,000' ..... 4/4"
12,000' ..... 5/4"
14,000' ..... 6/4"
180,000' ..... 8/4"
8,000' .....10/4"
6,000' .....12/4"

**No. 2 Common**

50,000' ..... 4/4"
12,000' ..... 5/4"
13,000' ..... 6/4"
12,000' ..... 8/4"

**VENEERS**

**Figured Walnut Logs**
**Figured Walnut Butts**
Plain Wood Cut to Order

### H. A. McCOWEN & COMPANY
**Salem, Indiana**

**1st and 2nds Black Walnut**

40,000' ..... 1/2"
67,000' ..... 5/8"
105,000' ..... 3/4"
232,000' ..... 4/4"
77,000' ..... 5/4"
64,000' ..... 6/4"
58,000' ..... 8/4"
7,000' ..... 9/4"
12,000' .....10/4"
14,000' .....12/4"
4,000' .....16/4"
16,000' .....4/4"

**Common and Better Figured Black Walnut.**

**No. 1 Common Black Walnut**

470,000' ..... 4/4"
180,000' ..... 5/4"
115,000' ..... 6/4"
47,000' ..... 8/4"
14,000' ..... 9/4"
7,000' .....10/4"

### FRANK PURCELL
**Kansas City, Missouri**

PRIME

## WALNUT LOGS

For Export

FIGURED WALNUT LOGS
FIGURED WALNUT BUTTS

### SANDERS & EGBERT COMPANY
**Goshen, Indiana**

**WALNUT**
**1st and 2nds**

1/2" ..... 12,000'
5/8" ..... 52,000'
3/4" ..... 55,000'

**No. 1 Common**

5/8" ..... 5,000'
4/4" ..... 7,000'

### GEO. W. HARTZELL
**Piqua, Ohio**

**1st and 2nds Walnut**

5/8" ..... 2,000'
3/4" ..... 13,000'
4/4" ..... 16,000'
5/4" ..... 18,300'
6/4" ..... 11,400'
8/4" ..... 11,200'
10/4" ..... 3,300'
12/4" ..... 4,700'
16/4" ..... 2,500'

**No. 1 Common Walnut**

3/4" ..... 4,000'
4/4" ..... 12,500'
5/4" ..... 11,300'
6/4" ..... 2,500'
8/4" ..... 14,300'
10/4" ..... 1,500'
12/4" ..... 500'

5/8" Special Clear 52,000'.
3/4" to 4" thick, fine figured Panels, Boards and Planks, 15,000'. Special Heavy Plank, 4 to 6" thick, 68 and up long, 8,000'.
4/4" Clear Face, 6" and up wide, 14,400'.

All the above Band Sawn, Equalized, in stock, Dry and Ready for Immediate Shipment.

# THE EAST

BOSTON NEW YORK PHILADELPHIA

WM. WHITMER & SONS
INCORPORATED
Manufacturers and Wholesalers of All Kinds of
"If Anybody Can, We Can"
HARDWOODS
West Virginia Spruce and Hemlock
Long and Short Leaf Pine Virginia Framing
Franklin Bank Bldg. PHILADELPHIA

Willson Bros. Lumber Co.
MANUFACTURERS
WEST VIRGINIA HARDWOODS
Oliver Building PITTSBURG, PA.

SPECIALS
OAK POPLAR CHESTNUT
Also Band Sawn Hardwoods
JACKSON-WYATT LUMBER CO.
Franklin Bank Bldg. Philadelphia, Pa.

WM. E. LITCHFIELD
MASON BUILDING, BOSTON, MASS.
Specialist in Hardwoods
Manufacturers are requested to supply lists of stock for sale

We Want to Buy:
1 car 2&2" 18" Oak
1 car 1"x4½" 26" Oak
1 car 5/4 Poplar
1 car 5/8 or 6/4 Qtd Sycamore
1 car 10/4 Ash, 1 & 2 & No. 1 Common
1 car 16/4 Ash, 1 & 2 & No. 1 Common
THOMAS E. COALE LUMBER COMPANY
Franklin Bank Building PHILADELPHIA, PA.

PALMER & PARKER CO.
TEAK ENGLISH OAK CIRCASSIAN WALNUT
MAHOGANY VENEERS
EBONY DOMESTIC HARDWOODS
103 Medford Street, Charlestown Dist.
BOSTON, MASS.

THE STANDARD VENEER CO.
Manufacturers
Rotary Cut Birch Veneers
HOULTON, ME.
MILL AND STORE AT STOCKHOLM, ME.

AMERICAN LUMBER & MFG. CO., General Offices: PITTSBURGH, PA.
MANUFACTURERS
SILVER WHITE PINE
A real Cork Pine Substitute for Planing Mill and Pattern Work
Idaho White Pine Northern Soft Cork White Pine
Also Yellow Pine and Hardwoods
WE WANT HIGH CLASS WHITE PINE COMMISSION SALESMEN

WISTAR, UNDERHILL & NIXON
REAL ESTATE TRUST BUILDING, PHILADELPHIA, PA.
QUARTERED WHITE OAK
NICE FLAKY STUFF

H. D. WIGGIN 89 STATE STREET BOSTON, MASS.
MANUFACTURER HARDWOOD LUMBER
Circular-sawed Poplar, Oak, Chestnut, Basswood, Maple
Mill at Stone Coal Junction, West Virginia

PROCTOR VENEER DRYER FIREPROOF
—AN—
UNPARALLELED SUCCESS

No Splitting Nor Checking
No Clogging Nor Adjusting

Recommended by all those who have tried it

THE PHILADELPHIA TEXTILE MACHINERY COMPANY
DEPT. L. HANCOCK & SOMERSET STS. PHILADELPHIA, PA.

*If You Knew*

*What our BULLETIN SERVICE was doing for your competitor in the lumber business, you'd not only want the service yourself, but YOU'D HAVE IT.*

*Let Us Tell You About It.*

*Hardwood Record :: Chicago*

## THE EAST

LEADING MANUFACTURERS AND JOBBERS

# R. E. Wood Lumber Company

¶ Manufacturers of Yellow Poplar, Oak, Chestnut, Hemlock and White Pine.
¶ We own our own stumpage and operate our own mills.
¶ Correspondence solicited and inquiries promptly answered.

**GENERAL OFFICES: CONTINENTAL BUILDING.** **Baltimore, Maryland**

## W. P. Craig Lumber Co.

**Wholesale Hardwood and Building Lumber**

**Empire Building, :: PITTSBURG, PA.**

## BIRCH AND MAPLE

A few cars in transit and a large assortment at the mill. Write us.

New York Office
25 W. 42d St.

**Geo. Webster Lumber Co.**
SPRINGFIELD, MASS.

## SEDRO VENEER COMPANY

Manufacturers ROTARY CUT of COTTONWOOD & DOUGLAS FIR VENEERS AND PANELS

SEDRO-WOOLLEY, WASHINGTON

## HARDWOOD RECORD

Not only the ONLY HARDWOOD PAPER but the BEST LUMBER PAPER published

LET us talk to you about the plain and quartered oak that made Indiana famous. It's the kind we make to-day.

Wood-Mosaic Co., New Albany, Ind.

If you want to reach the wholesale consumers of hardwood lumber throughout the United States, a HARDWOOD RECORD advertisement will do it for you.

If you want to reach the hardwood manufacturers of the United States, a HARDWOOD RECORD advertisement will do it for you.

The HARDWOOD RECORD represents high-class, special, class circulation, with a minimum of waste circulation.

Ask any HARDWOOD RECORD advertiser for experience on results.

# G. H. EVANS LUMBER CO.

## CHATTANOOGA, TENN.

FIFTEEN ACRES OF DRY LUMBER. EVERY WIDTH, LENGTH, GRADE AND THICKNESS IS PILED SEPARATELY. A COMPLETE ASSORTMENT POPLAR, OAK, GUM

Planing Mill and Resawing
Capacity 100,000 feet daily

**We Save You Money**



**If you use wide Poplar, write our nearest office for prices**

35 M 1" 18 and up Panel Poplar

28 M 2" 6 to 17 1st and 2nd Poplar
18 M 2½" 18 to 22 1st and 2nd Poplar
15 M 2" 18 to 21 1st and 2nd Poplar
13 M 2½" 22 to 25 1st and 2nd Poplar
10 M 2" 22 to 25 1st and 2nd Poplar
6 M 2½" 26 and up 1st and 2nd Poplar
8 M 2" 26 and up 1st and 2nd Poplar
10 M 3" 6 to 17 1st and 2nd Poplar
30 M 2½" 6 to 17 1st and 2nd Poplar
15 M 3" 18 and up 1st and 2nd Poplar

Hard [illegible]—good lengths—thoroughly dry —[illegible] Grades. We have five million feet Poplar and Oak awaiting your inquiries

**Faust Bros. Lumber Co.**

Fisher Building
CHICAGO, ILLINOIS

City Bank Building
PADUCAH, KENTUCKY



# OAK FLOORING

Kiln-Dried
Polished

HARDWOOD LUMBER
CARRIER LUMBER & MFG. CO.
SARDIS MISS.
BENT WOODWORK
BOX SHOOKS
ROTARY CUT VENEER

Hollow Backed and Bundled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SUBSCRIPTION TERMS: In the United States and its possessions, and Canada, $2.00 the year; to foreign countries, $1.00 extra postage.

In conformity with the rules of the postoffice department, subscriptions are payable in advance, and in default of written orders to the contrary, are continued at our option.

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Entered as second-class matter May 26, 1902, at the postoffice at Chicago, Ill., under act of March 3, 1879.



# ICHABOD T. WILLIAMS & SONS

## Foreign and Domestic Woods In Logs, Lumber and Veneers

11th Ave. and 25th Street
NEW YORK

910 So. Michigan Avenue
CHICAGO

# Hardwood Record

Published in the Interest of the American Hardwood Forests, the Products thereof, and Logging, Saw Mill and Wood-Working Machinery, on the 10th and 25th of each Month, by

THE HARDWOOD COMPANY

Edgar H. Defebaugh, President
Edwin W. Meeker, Managing Editor
Hu Maxwell, Technical Editor

Entire Seventh Floor Ellsworth Building
537 So. Dearborn Street, CHICAGO
Telephones: Harrison 8086-8087-8088

Vol. XXXVIII CHICAGO, MAY 25, 1914 No. 3

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## Review and Outlook

### General Market Conditions

THE GENERAL BUSINESS SITUATION as affecting hardwood interests throughout the country continues on about the same basis as within the last few months, but it has developed a more spotty condition for the two weeks past, that is, there does not seem to be the unanimous verdict of slow business throughout the country, as some sections are reporting a slightly more favorable aspect. However, it must be confessed that in the majority of cases reports are of about the same tenor as have been those for several months past.

The trade seems to have come to the conclusion that no marked increase in demand will be forthcoming until the fall months, although it is very probable that with the prospective settlement of the rate controversy favorable to the railroads, a quantity of stock will be purchased from that source within the next few months. It is not anticipated, however, that this will be sufficient to bring general conditions up to a basis satisfactory for this time of the year.

The entire purchase of hardwood lumber continues to be made up of numerous small orders for immediate use, but considerable gratification has been felt on the part of a good many concerns who have checked up their aggregate sales, which have compared very favorably with previous years. It is unfortunate that this comparison must be made with the excellent sales effected last year, as it has a tendency of creating discouragement, which is an attitude that is not justified.

Among the larger concerns running a number of plants in different points there is a considerable amount of trading around from plant to plant in order to avoid purchasing new stock. This applies to concerns such as the International Harvester Company. Reports coming from this class of concerns indicate that the directors are enforcing a more and more rigid policy of economy, which is having a naturally unsatisfactory effect upon purchases of lumber.

There is no reason for doubt as to the ultimate outcome of the situation, as with excellent fundamental conditions, including a record-breaking crop prediction, the resumption of business is definitely promised for the fall months.

Among the favorable indications in the hardwood trade are reports delivered at the recent meeting of the Gum Lumber Manufacturers' Association at Memphis, in which it was shown that stocks are extremely low and indications point to a stimulus in the demand for gum products. It is predicted that with the resumption of more normal conditions, the gum situation will be one of the first to improve.

Oak stocks are probably not in so favorable a condition as are gum stocks, but they continue to be among the stronger sellers. Of course low-grade lumber going into box and crating material is the best property on the market today.

### The Cover Picture

MAN IS TRYING to do on the Pacific Coast what nature never succeeded in doing—grow first-class hardwoods in that region. A large number of broad leaf trees are native to the states between the Rocky Mountains and the Pacific ocean, and a few of them yield satisfactory material; but those which do are exceptions to the rule, and the quantity of wood which they are capable of furnishing is totally insufficient to meet the needs of that prosperous country. The forests are rich in soft woods, but are poor in amount of hardwoods and are generally poor in quality.

The picture which illustrates the cover of this issue of HARDWOOD RECORD shows man's effort to assist nature in growing a good class of hardwoods in the West. It is the Wind River Nursery, in Columbia National Forest, Skamania county, Washington. The healthy and vigorous seedling trees are red oaks and black walnuts. They were planted by the United States Forest Service, and there is no question but that they are in a thriving condition. The seedlings were about two months old at the time this photograph was taken. They are large enough to be in their second year.

The Wind River Nursery grows coniferous species chiefly, but experiments are being carried on to test thoroughly the practicability of introducing valuable hardwoods in that region. The picture is also interesting from an artistic standpoint. The sharp peak in the background is "Bunker Hill," and the remanant of forest between the nursery and the base of the hill is of a type unfortunately too common in that region. Fire has killed most of the timber. The few living conifers that remain may suffice to restock the ground and start a new ground; but a hundred years will scarcely suffice to restore what fire has destroyed.

The hardwood nursery is the chief point of interest. It is one of a number of efforts being made by the government to determine the practicability of growing eastern trees in the western climate. There is no doubt that success will attend the effort in a certain degree. The trees will grow there. Numerous eastern hardwoods have been planted by individuals on the Pacific coast during past years, and some of the trees are now large enough for small sawlogs. As far as growth is concerned the climate seems to be extremely favorable. But rate of growth and size are not the only matters to be considered when the planting of forests is the problem in hand. Quality of the wood is of equal and perhaps greater importance.

It sometimes happens that a tree produces highly valuable wood

will compare with the genuine Circassian walnut has been cut in Europe.

has been planted in all directions outside of its original habitat. It grows rapidly enough, but insect enemies single it out for attack with such persistency that in many regions there is no profit in growing it.

It is, therefore, apparent that several problems are involved in the undertaking of growing eastern hardwoods in the far West. To make them grow is one thing; to predict what they will be worth after they become of merchantable size is impossible.

Nevertheless, the effort is highly commendable. It has a chance of success, probably more than an even chance. If a few first-class hardwoods can be successfully grown on the Pacific slope it will add much to the resources of that region. The only way to ascertain what can be done is to make the attempt. Years will be required to conclude the experiments and reach dependable results; and the sooner a comprehensive beginning is made the earlier will the end

## Regarding the Furniture Federation

ON ANOTHER PAGE of this issue of HARDWOOD RECORD will be found a story of a tentative organization of furniture manufacturers from among a number of furniture associations existing as separate units heretofore. Presumably the purpose of organization was to present a more united front in working out the various problems confronting the furniture manufacturers. Among these problems are labor questions, manufacturing methods and ideas, markets, and as suggested by most of the members in attendance as the most important—hardwood inspection conditions.

Announcements which have gone out calling attention to this so-called mass-meeting have frankly suggested that the real purpose of the meeting was to force the hand of the National Hardwood Lumber Association in its grading rules controversy with the consumers of hardwood lumber, mainly the furniture men. These people have been perfectly frank in stating that they consider this the propitious time for instituting such a fight in view of the fact that generally speaking a buyers' market prevails. They are intent upon absolutely nullifying the rules issued for 1913 by the substitution of 1912 rules.

Without attempting to pass upon the merits of the claims made by both parties to the controversy, HARDWOOD RECORD believes that the consumers have not shown the proper spirit in working out this question. This is undoubtedly an age of arbitration and compromise. Every tendency is toward getting together for the threshing out of mutual problems rather than a simple butting of heads together without accomplishments satisfactory to either side. It cannot be argued that the adjustment of any question through a spirit of mutual co-operation, and an equitable settlement is not more satisfactory than an arbitrary stand by one party to the question having or believing it has a temporary advantage over the other. Thus in this case the settlement of the question by a mutual conference and a fair effort on the part of each factor to give due consideration in the broadest possible light to the claims of the other faction would unquestionably result in placing this whole matter on a much more satisfactory basis than would the attempts now being made by the consumers.

HARDWOOD RECORD has stated that it does not believe that the consumer is showing the proper spirit. This contention is borne out by the statement of the consumers on the floor at the mass-meeting that they were barred from consultation in making up the 1913 rules. This statement is absolutely at variance with the truth of the situation, as the consumers were issued formal invitations to be in attendance and to present their suggestions and ideas in due form. As a matter of fact they failed to take advantage of this invitation until after the question had been settled, and it was simply an impossible parliamentary procedure to reopen the discussion when they demanded it.

Furthermore, as an indication of lack of desire to get together with the lumbermen, the men behind this mass meeting not only did not issue an invitation to any of the officers of the National Hardwood Lumber Association to attend the meeting and speak from their side of the case, but debarred the secretary of that organization from the privilege of the floor when he especially requested that he be given this opportunity to defend his organization against what he considered unfair charges.

It seems from this that there is more or less pique and vindictiveness behind the move to force an issue under present conditions.

As stated before, HARDWOOD RECORD will not attempt to set forth the justice or injustice of the consumers' demands, as there are unquestionably two sides to this question as to every other, but the spirit under which the consuming trade is going about securing the desired end, seemingly without regard to the merits of the other side of the case, really demands some exposition.

It is to be hoped that the more broadminded and reasonable members of the consuming trade will realize that back of this movement there is probably more or less personal desire for gain, and will take only such action as will at least be just to both parties concerned.

## Constructive Effort Apparent at Gum Meeting

THE FIRST SEMI-ANNUAL MEETING of the most recently organized hardwood association, the Gum Lumber Manufacturers' Association, which was held at Memphis last week, clearly demonstrates the fact that gum lumber manufacturers have not only outlined a program of real constructive work, but are doing everything within the bounds of possibility to work these plans out to a satisfactory end. The meeting as far as accomplishments are concerned was one of the most profitable ever attended by hardwood lumbermen. It was a gathering of representative gum manufacturers comprising probably one-third of the gum-producing mills of the country, and representing about the same percentage of gum stocks. Among the membership are members of the more progressive concerns in the Delta country, and it is probably the result of the personnel of the officers and directors that so much real good has been accomplished.

If nothing else had resulted from the meeting, the stock lists showing gum stocks on hand unsold at this time was sufficient justification for the association work. The extremely favorable condition of gum stocks (announcement of which seemingly came as a distinct surprise to most of the members), is going to have a great deal to do towards maintaining for gum a more staple market.

The most unusual and excellent report of the technical research committee, which was probably the feature of the entire meeting, and the discussions which followed the various suggestions made by its chairman, give promise of still better things to come. The purpose of this work is to make uniform the quality of gum lumber in order to eliminate shipment of inferior stock of gum, which naturally constitutes the most unfavorable kind of advertising for gum that could be conceived. Recognizing the varied conditions under which different operators work, the committee made general recommendations, which, if carried out, will unquestionably result to the distinct advantage of everyone who attended.

The spirit and close attention shown at the various sessions of the convention augur well for its future, and the tone and expres-

sion of the various members would indicate that gum is going to see a very active call in the not far distant future, which will not only be the direct result of association work, but will mean a decided gain to the association members. So far the organization unquestionably has justified itself, and considering its short period of existence so far and the program of work outlined for the future, there can be no question but that a great deal will have been accomplished before the first year of its existence has been concluded.

There is certainly no logical reason why failure to join the organization, on the part of any manufacturer of gum lumber, is not poor business judgment.

## Gum Stocks in Favorable Condition

THE LIST OF GUM LUMBER on hand May 1, as reported by twenty-three members of the Gum Lumber Manufacturers' Association at its recent meeting in Memphis, offers an extremely gratifying evidence as to the probable future of that excellent wood. The extremely slow condition as prevailing in red gum for the last few months has been a decided discouragement to gum manufacturers, who where possible have been keeping their timber in the woods and cutting other types of hardwood logs, pending the resumption of more favorable trade.

However, the figures as formulated by the secretary, resulted in a surprised gratification and the renewal of decided expressions of optimism as to gum's future. The summarized report shows that these twenty-three members who are probably about the largest manufacturers of gum lumber in the country, had on hand May 1 unsold, the following stocks:

1,316,575 feet of firsts and seconds quartered red gum
629,885 feet of No. 1 common quartered red gum
13,500 feet of No. 2 common quartered red gum
168,514 feet of Firsts and Seconds figured red gum
19,291 feet of No. 1 common figured red gum
7,341,599 feet of firsts and seconds plain red gum
9,056,966 feet of No. 1 common plain red gum;
500,050 feet of No. 2 common plain red gum

In sap gum the report was even more favorable, this stock having been strong property for some little time. The total stock of firsts and seconds sap gum on hand May 1 was 10,821,008 feet;

5,807,367 feet No. 1 common.
3,572,840 feet No. 2 common.
1,440,801 feet No. 3 common.

Thus it can readily be seen that the gum situation not only is good, but promises well for the future. In all probability there will be a strengthening in gum prices within the next few months, not as a result of a direct effort on the part of gum producers, but because of the natural relation of supply and demand.

## The National Meeting

THERE ARE VARIOUS FACTORS which go to make up a successful convention. The first of these is loyalty and enthusiasm on the part of the members of the association convening, and the belief in the accomplishments of that organization. The second is the preparation of an interesting and helpful program to be carried out during the convention session. The third is pleasing surroundings at the convention city and interesting points which will bring to the convention sessions a large attendance.

As the day for the seventeenth annual convention of the National Hardwood Lumber Association, which is to be held at the Hotel Statler, Buffalo, N. Y., June 18 and 19, approaches, it develops that all three of these factors are favorable to a record-breaking meeting. In the first place the National association now has a membership of about 900, who are united in a strong bond of loyalty to the organization. In the second place the program already submitted by Secretary Frank F. Fish indicates that not only the plans for business sessions, but the opportunities for social enjoyment have been worked out on a basis that will occupy the time of the attendants of the convention most satisfactorily and pleasingly.

There can be no doubt but that the various scenic and other features surrounding and situated within the city of Buffalo provide for adequate entertainment features, while the hotel accommodations offered by the Hotel Statler are distinctly favorable to handling such a large congregation of business men. Altogether the probabilities are that this convention is going to be a record-breaker, not only from the point of view of attendance, but from actual accomplishments and thorough enjoyment on the part of the lumbermen and others attending.

## Conservation as a Local Question

THE SITUATION WAS APTLY STATED at the recent meeting of the National Lumber Manufacturers' Association in Chicago by Chief Forester Henry S. Graves when he said that many persons still hold to the idea that there is something incompatible between conservation and industrial development. There is always some one ready to quote the old adage that "one cannot eat his cake and have it." Fortunately, the adage does not apply in this case.

The common mistake is made in looking at the conservation problem at too great a distance; in considering it from its national rather than its local aspect; and in thinking of it as a theoretical instead of a practical question. It should be treated first as a local matter, and afterwards as nation-wide, because there can be no national conservation except such as is made up of local units. Waste and abuse of resources hurt the immediate community much sooner than their effect is felt in the country as a whole.

In order to make it a concrete case, confine it to the lumber business, and take the former pine lands of Michigan as an example. The country as a whole is going ahead and has not been badly crippled by the exhaustion of those splendid pineries, because lumber from other regions is meeting demands, but how is that part of Michigan affected? The stretches of waste sand and stumps, briars and huckleberries, where industry was once phenomenal, are the answer. The result strikes locally. The country as a whole used the pine, and is now using other woods, but prosperity has departed from the deserted mill sites and logging camps. Cause and effect are more readily apparent at a near view and in a small area than when the field is too large to be seen all at once.

Take Massachusetts and its pine as another example of cause and effect on a comparatively small scale. It was originally a land of white pine, the same as parts of Michigan. Cutting began there before civilized man had heard of Michigan, and has been going on ever since. Though the state's area is only one-seventh that of Michigan, it now furnishes more white pine lumber than Michigan. After two hundred and fifty years of cutting, the mills in Massachusetts are still sawing white pine. The mill now stands where that of six or seven generations ago was located; and the white pine forest occupies the same ground that was occupied at the time of King Philip's war. Although the Massachusetts lumberman began "eating his cake" centuries ago, he still has some left, and if he continues to manage as he is doing now, he will have some in five hundred years.

That is local conservation. It is the kind that counts and that pays. In cutting mature timber provision was made in Massachusetts for new growth; but no such provision was made when the Michigan pineries were cut, and conservation and non-conservation, as local questions, can be directly compared in those two cases. The welfare of the district has been too often overlooked in lumber operation. A rushing business for a short time is poor recompense for the long period of leanness which follows, after the mill has passed on to new forests, and the stumps and charred snags remain behind. By moving upon new forests when the old are depleted, the country's supply of lumber has been maintained up to the present, and may be maintained for years to come; but the effect is depressing in many localities where the forest resources are gone.

It is well to preach and practice a policy of national conservation of resources; but the most effective policy is that which centers its efforts in a small area. When thus confined, the question is more easily understood. The closer home it comes, the more friends it will have. The whole is the sum of all the parts, and if the parts are right, the whole will be right.

C. L. HARRISON, CAPE GIRARDEAU, MO., PRESIDENT

J. M. PRITCHARD, MEMPHIS, TENN., SECRETARY

R. M. CARRIER, SARDIS, MISS., CHAIRMAN TECHNICAL RESEARCH COMMITTEE

# Gum Manufacturers Enthusiastic

[illegible] people above stand out prominently in connection with the [illegible] meeting of the Gum Lumber Manufacturers' Association [illegible] at the Gayoso hotel, Memphis, Tenn., on May 10 [illegible]. One of these points was simply to do with a condition which has been created by the association, and the other three points denote actual accomplishments at the convention sessions.

In the first place the excellent attendance, the unusually close consideration given by everybody in all discussions, and the highly educational character of the programs mapped out, make the success of the organization and its future development an absolute certainty.

The most striking point in the sessions themselves was the indication of important work to be accomplished through the technical research committee, which submitted a report of astonishing merit. Another point is the suggestion that the association membership be open to manufacturers of gum veneers, and the other is the suggestion to substitute for the term "sap gum" the words "unscleeted gum," thereby giving to that wood a considerably greater dignity.

### TUESDAY MORNING SESSION

The sessions were opened by President C. L. Harrison, who introduced C. M. Bryan, assistant city attorney of Memphis, who delivered a very pleasing and amusing address of welcome. Mr. Bryan struck the keynote of the present movement to boost gum when he expressed as his opinion that he believed the real discovery of gum lumber is as important to development in the South as was the discovery of the use of cottonseed.

R. M. Carrier of Sardis, Miss., responded briefly in behalf of the association.

### President's Address

President Harrison then delivered his semi-annual report as follows:

[illegible] the [illegible] trade. The doors of the [illegible] were [illegible] made, but openly and above-board the malady then affecting the gum [illegible] ent. It was publicity—broad, intelligent, painstaking publicity.

[illegible] the treatment has had on the invalid, but rather to plan for the future in a way that will remove all fear of a relapse and permit the patient to [illegible]

Under the careful nursing of our efficient secretary and our advertising manager, red gum has at last been given a clean bill of health. A less modest wood, acquiring new honors so rapidly, would not be able to keep its poise. As a complete vindication of the fact that our pet has lost its bad reputation, listen to the following:

Dear Mr. Chapin:

Acknowledging your letter of May 7th, would say that it is quite natural for you to check us up on not having sent to the Gum Lumber Manufacturers' Association the same letter which went to the other lumber people, but in this case there is a very good reason for not doing so.

Of course, we always have the Gum Lumber Manufacturers' Association in mind just as we do the other lumber people when handling inquiries of this kind, but inasmuch as the inquirer in this case stated specifically that the house was to be of moderate cost and that they had only money enough for bare necessities, we felt certain that they could not afford to use any expensive interior trim. For this reason it seemed useless to refer the inquiry to the Gum Lumber Manufacturers' Association.

[illegible] Gum Lumber Manufacturers' Association [illegible] people to whom we could not [illegible] whenever we [illegible] will be of service to the [illegible] will not be overlooked.

[illegible] time in behalf of your clients, and it is [illegible] to show why your people swear by you as they do.

Thanking you for [illegible] cordially yours,

Far-away Egypt has heard the glad tidings, and a solid train-load of "America's Finest Cabinet Wood" is now on its way there to demonstrate the beauties of wood to a nation of stone masons. The fifth successive hotel erected in Chicago is to be trimmed with half a million feet of "the wood that is now an artistic necessity" and the fact that the lot was sold too cheap by far will not matter so much because the beauty of the wood will remain long after the bargain price has been forgotten.

Red gum was easily the queen of the whole show at the Coliseum, and the energy and determination of the committee handling this exhibit cannot be praised too highly. The only drawback to the whole thing was that the committee *borrowed* the oriental rugs for the floor and the blamed things were almost worn out when the exposition closed.

The slur cast on us some time ago that the only effect noticeable from our advertising was an inquiry from a lady in Texas for a red gum chair has been fairly and fully repudiated, and examples of gum's growing favor multiply.

Let us not be too impatient regarding the crystallization of this growth in demand into a better price situation. Remember that a million feet of 1" No. 1 common oak was sold at $30 per M feet delivered in Grand Rapids the other day, and then reflect upon how remarkably well gum prices have been sustained in spite of overproduction and underconsumption. The advertising plan we have adopted, coupled with careful follow-up methods, is bringing results.

Modern merchandising methods are as important to the millman selling boards as to the manufacturer selling adding machines or any other highly developed specialty. When we realize that knocking off a dollar on the price is not half so effective as developing and holding new trade, we will be on the high-road to better permanent conditions, and quite willing to pay our dues of ten cents a thousand feet into an association that will bring such results as this one has already accomplished.

I acknowledge the hearty and liberal support of every officer, committee

and member in obtaining the results that will be detailed in the secretary's report, and all I could possibly ask for for the balance of the year would be a continuation of that generous support.

Our possibilities as an association are unlimited. Let us not rest until we have established ourselves so firmly that nothing will be able to assail us or the wood we are boosting.

## Secretary's Report

A very meaty report was then delivered by Secretary J. M. Pritchard.

During the past twenty years various lumber associations have been organized for solving problems peculiarly to the trade. These associations have dealt with such questions as inspection rules, transportation, trade reports, insurance, etc. While some of these organizations within the recent years have vigorously taken up the question of advertising, it was not until the gum lumber manufacturers organized that there was an association formed for the explicit purpose of advertising their wood and making a special study of all the conditions surrounding their business in order to disseminate such information as would improve manufacturing and marketing conditions.

The success that these various associations have had in handling the questions for which they were especially organized has clearly illustrated the fact that it is only by co-operation that any of the big questions for the benefit of any particular line of trade can be solved. While all that has been done by the different lumber associations was beneficial and essential in order to keep abreast of the times, it is only recently that lumbermen have felt the need of stimulating the market for their product. In the past the lumbermen enjoyed a natural stimulated market, opened and broadened without an unusual effort on their part. So long as the old order of things obtained, all was well, but with the advent of a variety of substitutes and the aggressive methods pursued by opponents, conditions have changed and the lumbermen must now adopt methods equally as aggressive in order to maintain the market for forest products and take advantage of marketing possibilities that have never been considered.

The aggressiveness of the gum lumber manufacturers in meeting this issue has challenged the admiration of the entire lumber fraternity, and we believe the results so far obtained under adverse market conditions equals the expectations of the most sanguine members.

The details of our advertising campaign were worked out by our advertising committee, and a contract was made with the Crosby-Chicago Advertising Agency for handling all of our advertising contracts. They prepared a schedule for our advertising appropriation for the year 1914, which was approved by the board of directors. The soundness of this plan is clear. The Crosby-Chicago agency is composed of experts in the matter of writing advertising copy, and placing it where the best results will be obtained for the amount of money expended. (We have here proofs of our advertising copy for your inspection, which will verify our statements in this respect.)

The following is an analysis of the inquiries received as a result of our advertising:

| | |
|---|---|
| Prospective builders | 324 |
| Architects and engineers | 87 |
| Furniture manufacturers and dealers | 30 |
| Millwork manufacturers and lumber dealers | 29 |
| Manual training schools | 24 |
| Contractors and builders | 20 |
| Kiln drying | 8 |
| Universities and colleges | 8 |
| Construction companies | 5 |
| Brokers | 5 |
| Churches | 5 |
| Apartments | 4 |
| Cabinet workers | 3 |
| Finishing | 3 |
| Banks | 2 |
| Flooring | 2 |
| Hotel | 1 |
| Boy's express wagon | 1 |
| Music cabinet | 1 |
| Piano manufacturer | 1 |
| Hospital | 1 |
| Seating company | 1 |
| Fixture and office company | 1 |
| Car builders | 1 |
| Miscellaneous | 12 |
| Total | 581 |

The above have all had special attention from the secretary's office, and in each instance personal letters have been written giving the information desired so far as possible. We have a complete list of these inquiries, and the members and visitors are requested to examine same. This will give some idea as to the interest created in gum by our campaign. Many of these inquirers are now users of gum and a number of manufacturing concerns who formerly used only a small amount of this wood are now using it extensively, and have become "boosters."

We have here a list of buildings in which red gum trim has been used, and in no instance have we had a complaint that the material did not prove entirely satisfactory. On the contrary we have letters containing the highest praise for this finish.

The secretary's office will keep in touch with these inquiries, and we feel sure there can be but one result, and that a greatly widened market for gum.

There has been much preliminary work necessary in order to organize the secretary's office for handling the work to the best advantage and we, no doubt, have made some mistakes. We are daily gaining in experience, and with the beginning of our second six months' period are better equipped for taking advantage of all the opportunities at hand. There is now being prepared a booklet which will greatly facilitate the work of the office, and which will contain concise and pertinent information for the benefit of prospective users of gum. We will, also, be better equipped with samples, which in themselves are very effective advertisements.

Our office has handled a vast amount of mail. In addition to regular correspondence, we have sent out about five thousand triplicate postals to consumers of gum, calling attention to gum and our methods of co-operation. In this manner we have been able to fill our files with the names of many concerns who are users of gum, especially for interior trim. Our plan is to refer inquiries from the territory of each of these concerns to them, and they in turn co-operate with us in developing the business. This plan works admirably and proves the benefits of co-operative work.

The secretary's office issues a bulletin to the membership containing information concerning the work of the association. This includes a report of actual sales of gum lumber, with prices based f. o. b. Cairo, Memphis or New Orleans. This information is of immense value to members in that it reflects actual market conditions. These sales reports indicate that there is an increased demand for red gum, and that prices on all grades of gum are becoming more uniform. While on this point, we would like to urge more of the members to make reports of actual sales to the secretary. It does not seem out of place here to say that this association does not in any manner attempt to set prices or to regulate production. As previously stated, our sole object is to stimulate and broaden the market for gum. Thus will the natural law of supply and demand regulate the price.

Inquiries received at our office for lumber and veneers are put in circular letter form and mailed to all members, who make quotations direct to those making inquiries. An analysis of these inquiries, also, reveals the fact that there is an increased use of red gum. In December, January and February our office received very few inquiries for the grades of red gum, most all of them being for the grades of sap gum. Recently the inquiries have been so largely for red gum that one of the members has suggested that we should make a greater effort for stimulating trade for sap gum.

The red gum exhibit at the Forest Products Exposition, which was held in Chicago April 30 to May 9, and which will be in New York at the Grand Central Palace May 21-30, will prove to be one of the biggest "boosts" red gum has ever had. This exhibit was admired by all visitors at the Chicago exposition, and without wishing to boast, it is safe to say, it will, also, be one of the popular features of the New York exposition. Great credit should be given the committee, and especially to Thos. W. Fry, chairman, who was compelled to go ahead with the plans for this exhibit without sufficient funds having been subscribed to foot the bills. Mr. Fry personally guaranteed the deficit in order that the exhibit might be carried through as planned. We do not believe, however, that when the gum manufacturers have been made acquainted with this fact, and with the beneficial results of this exhibit, they will permit Mr. Fry to pocket a loss of money in addition to the time he sacrificed in making this exhibit a great success.

Statistics show that 33⅓ per cent of all the veneers used in the United States are manufactured from gum. Gum is an ideal veneer for every sort of use for which veneer is suitable. The work our association is doing is of benefit to the veneer manufacturers, as well as the lumber manufacturers. In view of this fact we recommend that our by-laws be so amended as to make veneer manufacturers eligible to membership on a basis which will be fair both to the veneer and the lumber manufacturers.

It is a little premature to give exact information, but we feel quite safe in saying that plans will materialize within the next two or three months whereby another large factory will specialize in the manufacture of high-grade gum doors. It is easy to figure the benefits that this specialization of gum doors will have. There is absolutely no question but that red gum makes one of the most beautiful and desirable doors on the market. With red gum doors, red gum trim will be specified, and this in turn will create a demand for red gum furniture.

It is difficult to put on paper all the tangible results to be accredited to our work of exploitation, but the publicity we have given to gum has made it much easier for the lumbermen to talk red gum to their customers. We believe we have made such an impression on the trade at large that it is now realized that red gum is fast becoming the popular wood for interior trim and high-class furniture. It has possibilities for artistic decorating that no other wood can claim.

Doors manufactured by the Hardwood Products Company, Neenah, Wis., and the American Compound Door Company, Chicago, Ill., were shown in our exhibit at the Forest Products Exposition, and were admired by all our visitors. There are several other concerns already manufacturing gum wood doors and the increased use of these doors will stimulate the demand for both veneer and lumber.

Permanent offices of the association are being arranged for by the committee on offices and furniture, and same will be finished and furnished entirely in red gum in such a manner as to show the possibilities of this beautiful wood. The interior trim and paneling of these rooms is now installed, but the finish is not completed. These rooms are on the thirteenth

[illegible]

[illegible]

[illegible]

[illegible] there is no limit to the amount of heartwood which the board may contain up to the point of coming under the specifications required of the [illegible] as the boards may contain both heartwood and sapwood. In our work, it has developed that it will be desirable to recommend changing the name of "sap gum" to "unselected gum." We are mentioning this point so it may be brought up for consideration at this [illegible]

One of the splendid features of this organization has been the manner in which the president and all members of the board have been bound by the organization and have seen that every financial obligation has been met promptly. Their loyalty to the association and to the cause of gum should appeal to every gum lumber manufacturer and be the means of enlisting the support of all in the good work which this association is doing. General business conditions have been very discouraging, but these men have realized that even in the face of such conditions there should be no abatement of zeal in our plans for exploiting gum. They have faith in gum and in our ability to overcome every obstacle in the way of its wide utilization. They realize, however, that the biggest results from our efforts may not be expected under two or three years, but it is a matter of common comment that the work of this association for bettering the conditions surrounding the gum lumber industry in the brief time the association has been at work far exceeds all expectations.

I want to take this opportunity to thank President Harrison and every member of the board and every member of the association for their loyalty to me as secretary. The spirit in which they have backed up the secretary is beautiful and when matters discouraging have come up they have handled them in such a convincing manner that I wish every gum lumber manufacturer could be made to know the spirit in which they are fighting for the cause of gum. Such enthusiasm is contagious, and when it is made clear to the hosts of gum lumber manufacturers who are not now members of this association that we mean business and conducting the matters of this association with absolute fairness and impartiality to all, they will readily approve and aid the association with both their financial and moral support.

I also wish to thank, especially, the trade press for the many courtesies [illegible]

## Report on Gum Stocks Favorable

The following special report on gum stocks was read by Mr. Pritchard, which was fairly astonishing in its conclusions. It pointed out a condition that gave a distinctly new hope to gum manufacturers, and in fact struck a note of decided optimism as to the future development of gum.

[illegible]

[illegible]
530,050 ft. No. 2 common plain red

[illegible]

7,885,659 ft. 1st and 2nd sap
2,935,349 ft. reported all grades
5,897,367 ft. No. 1 common sap
5,572,840 ft. No. 2 common sap
1,010,393 ft. No. 3 common sap
331,600 ft. sap gum strips.

[illegible]3,633,208 ft. total sap gum

[illegible]

In commenting upon the report President Harrison called attention to the significance and extreme importance of developing the demand for gum on the part of the small consumer. He said that this constitutes first-class advertising, inasmuch as the selling of a small quantity to any individual for a limited use means a concrete advertisement for gum which will react to the benefit of gum consumption in the locality in which that individual may be located.

J. W. McClure called attention to the fact that figures indicate stock on hand unsold of less than 2,000,000 feet apiece among the membership. He said this reflects a cutting down of production among manufacturers, due to the inability to secure a sufficient number of logs.

Mr. McClure told of having talked with a buyer of lumber who was visiting southern points, who having made a round of the southern mills said there was less gum on sticks than any other hardwood. He said that when business begins to improve gum will unquestionably feel such improvement first.

Secretary Pritchard then read the names of the twenty-three concerns reporting, which showed that these people were among the biggest gum producers in the country and represented about seventy per cent of the membership of the association. Inasmuch as the association has about one-third of the entire gum production, the significance of the figures is apparent.

R. M. Carrier called attention to the fact that according to the figures submitted there is less gum on hand unsold now than at the meeting six months ago.

Mr. Harrison said that it is logical to suppose the small manufacturers would now have less stock in comparison with the larger manufacturers, as they would not be in so good a position to hold stocks pending a more favorable market. He said that gum is in most excellent condition as compared with other hardwoods.

S. B. Anderson of Memphis in commenting on the figures said that the proportion of red gum is high as compared to the supply of sap gum which is comparatively low and a strong item. He said the demand is always strong for sap gum and that No. 3 gum is now the best property in the hands of southern operators. He expressed himself as being very much satisfied with the gum situation, and that with close following up of the advertising campaign, the amount of red gum lumber now on sticks will be materially cut down.

Mr. Anderson struck a popular note when he counseled conservatism in production and logging in the next six months, stating that in his opinion this policy would result in the maintenance of normal conditions.

President Harrison stated that in his opinion the question of conservatism in production and logging is vital.

L. P. DuBose, sales manager of the Lamb-Fish Lumber Company, Charleston, Miss., said that his concern has been cutting a good deal of gum lumber because it had the logs on the yard and was forced to cut them in order to preserve them. He said that seventy per cent of its cut during the last month has been gum, but that even at that the stock has been reduced as the company is moving a considerable quantity at export.

S. M. Nickey of Memphis in commenting on the condition of stocks said of gum stocks that they are now in excellent shape, and also that at this time last year the Valley Log Loading Company maintained five loaders, whereas now it is operating but two. He expressed himself as believing that it will not be long before a uniformly better price level will prevail for gum lumber.

S. M. Nickey, treasurer, then read his report, which showed receipts of $13,273.75 and expenditures of $12,339.92, leaving a balance on hand of $933.83.

The convention then adjourned for luncheon.

### TUESDAY AFTERNOON SESSION

On opening the afternoon session Secretary Pritchard read several notices and was followed by Dwight L. Armstrong, cashier of the Bank of Commerce & Trust Company of Memphis, who read a very strong paper on the relation of banks to the federal reserve bank law recently passed. This address will appear as a separate article in next issue of HARDWOOD RECORD. The association adopted a vote of thanks in appreciation of Mr. Armstrong's most able paper.

J. W. McClure read a paper entitled "Co-operation in Business," in which he made his meaning clear by drawing a close distinction between co-operation and competition. The two ideas are widely apart now, though originally the words were closely associated in meaning. Competitors push their own separate advantages, though by so doing they may work to the disadvantage, even to the ruin, of others who are engaged in similar lines of business. The ordinary meaning of competition is well understood.

Co-operation is a newer term in the business world. Its basic idea is that there is room for all, and that rivalry for trade can exist without a desire to destroy the prosperity of all rivals. This is the broad, modern doctrine of association for mutual benefit. There is competition yet, but it is not the hostile, destructive kind that pulls down rivals whenever possible in expectation of building on their ruins. Quite different is the modern way. It is now thoroughly understood that in union there is strength and that in hostile antagonism there is weakness and disaster.

Few men try to stand alone in business at the present day. They know they are in a losing game if they try to do so. Experience has made clear the advantages of presenting a united front. Every man should feel it a duty to give some of his time, energy and money to help others, because by doing so he is strengthening his own position in the business world.

The results of association work, which means co-operative work, are seen in many ways. Better conditions for employes are secured; better output is shown in the results; wider and more steady markets are developed. Practically all of these advantages would be negatived by competition.

What the red gum association has done is a case to the point. Considering the length of time it has been in existence and the conditions against which it has had to contend, the results accomplished have been remarkable. It has taken a wood of high intrinsic value and usefulness, which on account of its cheapness and plentiful supply was despised and misunderstood, and is putting it in its proper place among commercial woods. It is demanding and getting for gum wood among the highest and best class of users and consumers the consideration to which it is entitled. From being a by-word and a laughing stock among woods, it has come to be looked upon as the most beautiful, as well as the most widely useful of all the hardwoods.

In doing this, not only are the gum manufacturers serving their own interests, but they are benefiting the whole country. They are adding to the forest resources of the South, and putting to use that which was formerly of little value, thereby helping the cause of conservation.

President Harrison then called upon S. B. Anderson for his opinion of the Forest Products Exposition which Mr. Anderson had attended at Chicago. He expressed himself as having been very deeply interested in the entire exhibit, stating that it gave incontrovertible proof as to the superior beauty of wood as compared with substitutes. He said there was always a crowd in attendance at the gum exhibit.

Mr. Anderson said that one drawback in marketing gum doors and trim is the use of the words "sap gum." He recommended substituting for this the words "unselected gum." He maintained that the trouble with the gum market is not a large supply, but a shortening of demand, which he said will be developed but cannot be hurried. Mr. Anderson put his suggestion as to the substitution of "unselected gum" in place of "sap gum" in the form of a motion, but on the suggestion of M. B. Cooper and others as to the impossibility of making rules for another organization, the motion was amended authorizing the president to appoint a committee of three to report as soon as possible on the question.

#### Report of Gum Exhibit Committee

The report of Thomas W. Fry on the gum exhibit at the Forest Products Exposition at Chicago was then read by F. R. Gadd, Mr. Fry being chairman of the committee and Mr. Gadd one of the members. Mr. Gadd preceded his report by a few remarks stating that the exhibit occupied 595 square feet of space at each show. He described the exhibit, stating that every stick of lumber used was gum. Mr. Fry's report follows:

Your committee begs to report on the subject of the exhibit of gum at the Forest Products Exposition as follows:

We were appointed a committee to solicit funds and make an exhibit worthy of gum. This was of course a large order, and we have endeavored to follow instructions, and feel that we can honestly say we have.

The exhibit took shape as a one-room Colonial cottage. The interior is built as a library, with panded wainscot to the ceiling. On one side is a handsome mantel with built-in bookcases at each side, on the other side two windows with panels between. The entrance to this room is through a well designed Colonial doorway. The photographs herewith shown will possibly give you a better idea of what it is, than we can explain in words.

It seemed to meet with favor; everyone who saw it remarked on its richness. We did not attempt to build a room that could not be readily duplicated, feeling that as we were attempting to show gum to the public in general, we should show something that was easily obtainable. We could, of course, have produced something much richer perhaps, in the way of figured wood, which would have caused people to exclaim at its beauty, but who perhaps would not have been so well pleased had they afterward specified a room expecting to duplicate the one at the exposition, and then when they received it, found something entirely different.

We depended rather on the finish and design of the room for the effect, realizing perhaps more clearly than some, that design and color are really by far the most important points.

The room was finished in a light brown, shellaced and waxed, a very inexpensive finish, and one that does not easily show finger prints, and one that if marred can be readily touched up without expense, which cannot be said about a varnish finish.

The reason for running the panels to the ceiling was three-fold. First—Because it makes a better looking room. Second—Because it is cheaper for the house owner to maintain as it does not have to be redecorated. Third—And mainly, because it greatly increases the amount of lumber used.

The attendance at the exposition was rather small and disappointing during the first three days, but after that was quite satisfactory. A large proportion of the architects, draftsmen and builders of Chicago and the surrounding country attended, and we hope will specify gum in an increasing number of homes hereafter. One contractor told us he had specified twenty-four apartments, twelve of five rooms, and twelve of four rooms, as a result of his trip; and we feel sure we have secured the specification of gum in the newhotel to be built at Pasadena, Cal.

An interesting phase of the exposition was the developing of the fact that the lumbermen themselves needed educating as to the possibilities of their own wood, quite as much as did the general public.

We also wish to report to the association that in the matter of funds, we are short. We have collected $2,550. We have at present writing spent $3,900.80, this including the amount set aside to take down and ship back to St. Louis the exhibit, where it will be put in storage to await the disposition which may be decided upon by the association.

Your committee wishes to add that the reason we are short is that the money came in slowly, the time went by quickly, and we either had to build and endeavor to raise the money later, or let this great opportunity for showing gum go by the board.

We took the former course and the deficit stands now charged against the chairman. We feel satisfied, gentlemen, that if you will talk with some of the men who have been to the exposition, you will feel that we followed the only logical course; that the exhibit is worth while, that it will help us in the fight of wood vs. substitutes, that they who have not subscribed, should do so now and help defray the expense.

The meeting then adjourned until Wednesday.

### WEDNESDAY MORNING SESSION

Beginning the Wednesday morning session, President Harrison named the following committee to consider the advisability of changing the name "sap gum" to "unselected gum," which committee was instructed to report to the board: W. C. Bonner, F. D. Beals and M. B. Cooper.

#### Report of Technical Research Committee

Then followed the report of R. M. Carrier, chairman of the technical research committee, which together with the discussion attendant, really was the main feature of the meeting. It brought out some mighty valuable suggestions, the conclusion being summarized as follows:

[illegible] plane of getting the logs quickly to the mill.

[illegible] to get the most out of the timber; also, to get the after-bearer to lay the side of the board on the live rolls so as to get the widest red face up, as the grading rules require only one red face. By this method the results that are desired are obtained mechanically rather than left to the discretion of the operator.

[illegible] in the center, then lay the half on the carriage with the heart down, cutting same up right through; then proceed the same with the other half.

The other method was, after removing sap from log, turn it up as a whole and split boards on edger, at same time removing heart.

It was, also, recommended in the quarter sawing, to place the wide red face up on the live rolls for the same reasons as given above in plain sawing.

[illegible]

It was the consensus of opinion that bicarbonate of soda treatment is [illegible] fully worked out except at an expense too great for universal adoption, but the association is now working on methods which it believes will accomplish this purpose.

Further, that the care in drying and piling of lumber has a great deal [illegible] paragraph.

[illegible] lutely solid, and cross pieces on pile bottoms should be absolutely in line. The method of making pile bottoms of concrete piers is most excellent by those who can afford them, as they hold better, last longer, and give a better circulation of air. Piles should be at least 4 feet apart, 8 sticks used on a 16-ft. pile, 7 on a 14-ft. pile, and 6 on a 12-ft. pile. Size of sticks should be 1"x1". Cypress, oak, ash and red gum are all good piling sticks. It is far better for the sticks to be sized; they should be dry, and must have no bark on them. In piling, sticks should be directly over one another, and under every course of sticks a cross piece should be on the pile bottom. Sticks should be out to the end on each end of pile, and front of pile should lean slightly forward. The location of the yard is important, so as to have prevailing winds blow through lumber and not on the ends.

HEIGHT, WIDTH, AND SLANT OF PILES

Piles should be from 75 to 80 courses high on 1" lumber; other thicknesses in the same ratio; piles 6' wide and pitch 1¼" to the lineal foot or more.

[illegible]

No specific time or table could be made on this owing to the fact that so much depends on location of yard, time of year, and the kind of weather during the drying process; but gum being a close-textured wood, should be given greater time in drying than other hardwoods.

[illegible]

The consensus of opinion was that the association should discourage the shipping of such boards in any grade, as a few [illegible] irreparable damage to the product as a whole.

KILN-DRYING

It [illegible] the opinion that nearly all of the kilns would do good work if properly run and taken care of; in other words, it is the man who is running it. Furthermore, it was announced that the United States government is carrying on some very extensive tests and investigations which are now coming to completion, and their representative will be at our next meeting to give us some very valuable information upon this subject.

[illegible] mittee had letters from a number of the leading finishers of the country giving their opinions of the best methods, which will be compiled in the finishing report later on.

[illegible] Rockwell of the [illegible] Advertising Agency of Chicago gave a very [illegible] on advertising in a general manner. He pointed out that the [illegible] of advertising is not always immediately [illegible]. He maintained that [illegible] of some advertising campaigns. He maintained that the only way to get results from advertising is to keep [illegible] at it without [illegible] and without being influenced by fluctuating conditions. He maintained that one of the greatest values from advertising is the [illegible] of small orders.

Following Mr. Rockwell's talks the meeting adjourned for a Dutch Lunch Club was served in the convention hall.

## WEDNESDAY AFTERNOON SESSION

L. D. Beals, president of the Hardwood Products Company of Neenah, Wis., told of the work done by the concern in the marketing of gum doors. He stated that it started this line of manufacture three years ago and markets its sap gum doors now under the name "unselected gum." This term is used because of the better impression it makes, as compared to the use of "sap gum." He maintained that some millmen manufacturing gum products such as doors and interior trim had had trouble with certain shipments of gum which they had received, but that in the most part they had been willing to push this product if guaranteed that future stocks would be satisfactory.

Mr. Beals stated that he is inclined to push the use of Kraetzer-cured gum. He expressed himself as being of the opinion that gum manufacturers should place themselves in position to be able to supply reliable information as to the proper handling of gum product, maintaining that this information is very frequently desired by remanufacturers, and they very often have difficulty in securing it. This information should have to do particularly with redrying.

### Other Committee Reports

J. W. McClure then reported on the committee for office room, furniture and fixtures. He told of the offices now being finished in the Bank of Commerce and Trust building, which are being finished in a very beautiful but representative selection of red gum, which will constitute a distinct ad for this wood. A good deal of solid wood has been used in finishing. The details have been worked out in the best shape possible so that the quarters of the Gum Lumber Manufacturers' Association will serve as a real advertisement for gum lumber.

### Report of Advertising Committee

F. R. Gadd, reporting for the advertising committee, stated that that committee now has a deficit of $1,550 which must be met by individual subscriptions, and that the members of the committee have personally guaranteed this amount in the hope that other members would do their duty. The report follows:

At the last meeting in Memphis, when this association was organized, we were inclined to believe that manufacturers of gum were in favor of co-operation and united action. This has certainly proven true. Our organization is not large and never will be, but it has been started and in its short life has become almost as well known as some of the older organizations.

Our revenues are small and the officers, in preparing their budget of expense, allotted the sum of $10,000 to the advertising committee, and this money we are expending in placing the merits of gum before the consuming public. As stated, this is not a large sum of money for the purpose of buying publicity, and it does not go very far, but we have done all we can with the amount given us and believe that the class of advertising we have had is the right kind, but we have made only a start and there is a great field ahead of us in this kind of work.

There are many manufacturers who today are deriving the benefits of this work who have not co-operated with us or worked for the general good of this industry. This is not fair, gentlemen, and we must use our best efforts to get these men into our organization. We must help each other. We must increase consumption and to do this we must educate the people, and we can do that only through our advertising. If we increase consumption we get more for our lumber, as the price will take care of itself. Organization and co-operation are absolutely necessary.

Please do not get the idea that our price list committee can boost the price of gum. No price list committee has ever been able to do this. It can be done only through the law of supply and demand.

We will have expended up to and including the June issues, now going to press, approximately $7,500. It may seem a little strange that we would spend so much of our money in the first six months, but it was the judgment of the committee that we should go in heavy to start with, get the attention of the public and then taper off a little for the remaining months.

All of this advertising was placed through C. B. Crosby, of Chicago, who probably handles more advertising for lumbermen than all other agencies put together. We get the benefit of discounts and any advantage in space that Mr. Crosby can put over for us. A schedule was prepared which we are following very closely. Our advertisements have appeared in the particular publications having the particular readers we are trying to reach. In the Architectural Record; Atlantic; Bricklnilder; Country Life in America; Furniture Record; Furniture Manufacturer and Artisan, Record and Guide our advertising appears monthly throughout the year. In The House Beautiful, every other month. In the Craftsman and The National Geographic, four times a year. In addition, we carry an advertisement in Sweet's Index, which is a national record of architects and builders.

All members have received small bulletins showing the class of advertising we are carrying in the above publications, and if anyone has any suggestions to make as to the character of this advertising the committee will be glad to hear from them. We are preparing and have about ready to send out a 24-page booklet, describing the qualities of gum and the manner in which it should be handled, and this booklet will be distributed among the members in quantities.

Mr. McClure suggested sending a vote of appreciation to Thomas W. Fry for his efforts in making the gum exhibit at the exposition successful.

Mr. Cooper then reported for the membership committee, stating that there was no formal report to make, but followed this up with an analysis of the real value derived from membership and attendance at the meetings. He demonstrated the value of the work, citing instances where it had actually helped. He maintained that the benefits derived will increase proportionately with the size of the membership. He pleaded that all members give their individual efforts to building up the association membership.

F. R. Gadd called attention to the clause in the by-laws regarding assessments. He stated that in order to carry on the work of the association and meet just obligations, it would be necessary to provide for the payment of assessments in advance rather than quarterly.

F. B. Robertson in behalf of the finance committee stated there was no report to make.

Mr. McClure, chairman of the assessment committee, then reported. He said that in levying assessments they figured them on the basis that members should pay pro rata on their cuts.

W. C. Bonner, chairman of the complaint committee, said he had no report to make.

H. B. Weiss, chairman of the entertainment committee, was compelled to leave Memphis before the afternoon session.

Under the head of "new business" M. B. Cooper brought up the suggestion of membership for gum veneer manufacturers. He moved that the chair appoint a committee to look into this question, and report to the board and also to provide for change in the constitution in order to make it possible for such veneer manufacturers to become members. The question of membership among owners of gum stumpage who are not manufacturers is also embodied in the motion.

The president was authorized to appoint a committee of three to consider this and report as soon as possible.

President Harrison voiced himself in very appreciative terms, thanking the trade press for the work it has done in behalf of the gum association.

F. R. Gadd expressed himself as of the opinion that the gum association should make its own rules.

On motion of Mr. Gadd, the president was authorized to appoint a committee to investigate the rules proposition and to report to the board of directors as soon as possible in the manner it deemed best, the idea being that the present associations will be informed of desired changes suggested by gum manufacturers.

The meeting then adjourned.

### ENTERTAINMENT

The entertainment consisted of a banquet tendered by the gum association to the seventy-seven attendants at the meeting, which was served in the convention hall at seven o'clock Tuesday evening. A very pleasing menu was provided, and while Memphis is now very tightly corked up in the matter of the acquisition of refreshments which would tend to stimulate good fellowship in such a gathering, the spirit of the diners was most conducive to thorough enjoyment.

Following the menu, President Harrison called upon several amateur orators who entertained the visitors most successfully. The meeting broke up at a respectable hour without casualties.

## Foreign Markets for Gum

The recapitulation of the export lumber trade for the annual volume of commerce and navigation for the fiscal year 1913 shows quite a healthy growth in the demand for red gum and also sets forth the various markets and the increase as compared to the previous year. For the fiscal year under review the export trade in gum lumber amounted to $2,580,289 as compared to $1,645,031 for the fiscal year 1912.

The best customer for gum lumber was England, which came near taking half the total exports and bought almost twice as much last year as the year previous. Canada made a splendid record, too, nearly doubling the quantity of its purchases, which shows that it is recognizing the beauty of red gum for furniture, and evidently for house trim, too. Other customers that have bought in increased quantities and are quite large consumers are Belgium, France, Italy and Spain.

The exact distribution of gum in the foreign trade in 1913, compared with that of 1912, as given in the table below, should make an interesting study for all interested in the manufacture and distribution of gum lumber.

GUM LUMBER EXPORTS

| | 1912. | 1913. | | 1912. | 1913. |
|---|---|---|---|---|---|
| Austria-Hungary | $ 2,593 | $ 8,931 | Mexico | $ 2,582 | $ 1,720 |
| Belgium | 196,196 | 274,443 | Argentina | 2,944 | 1,198 |
| Denmark | 4,208 | 4,743 | Uruguay | 2,412 | 1,547 |
| France | 119,145 | 247,307 | Asia | ..... | 100 |
| Germany | 115,252 | 99,562 | British Africa | 142 | 1,948 |
| Italy | 201,959 | 226,987 | Canary Islands | ..... | 810 |
| Netherlands | 82,069 | 97,357 | French Africa | 1,869 | ..... |
| Norway | 4,710 | 2,481 | Portuguese Africa | 140 | ..... |
| Portugal | 5,202 | ..... | Turkey in Africa, Egypt | 15,275 | 1,320 |
| Spain | 78,045 | 173,673 | | | |
| Sweden | 1,745 | 366 | | | |
| England | 605,459 | 1,132,061 | | | |
| Scotland | 18,636 | 47,807 | | | |
| Ireland | 31,750 | 53,909 | | | |
| Canada | 152,998 | 301,971 | | | |
| Nicaragua | ..... | 35 | Total | $1,645,031 | $2,580,286 |

## The Sapsucker's Bill

The sapsucker is a pretty small bird, but he is very active along certain lines. It is claimed that his bill is one of the most expensive articles of its size in this country. He is fond of exercising on the hickory tree by picking a few thousand holes weekly through the bark during spring and early summer when the sweet sap is flowing. He goes from hole to hole after he has pecked them, and sucks the sap that accumulates. The holes are about as large as would be made by a small nail. In after years "bird-pecked hickory" is the result. The wood is discolored in the immediate vicinity of the holes and every year many thousand feet of choice hickory is degraded or rejected on account of this damage. The sap obtained from that source is pretty rich diet for the little yellow hammer that does most of the picking. For the sake of a May morning meal of the sweet juice he spoils enough wood to make a buggy wheel. There is no remedy, as far as known. It is useless to try to catch, kill, scare, or intimidate the sapsucker, and make him quit. He can dodge round a hickory trunk faster than anybody can follow him, and he pecks as he goes. Apparently, he does no good to offset his evil; for he catches no bark bugs or wood beetles, destroys no caterpillars, eats no aphids or cynips, or in any way wars on the enemies of hickory during the period when the sap is obtainable. His bill strikes with the rapidity of a riveting machine from five in the morning until the whippoorwill calls him off at twilight.

# Merchandising of Lumber

Editor's Note

[redacted]

## FROM THE STANDPOINT OF THE ARCHITECT

[redacted]

I shall [redacted] on the subject [redacted] before this gathering. I understand I am called to speak [redacted] the merchandising of lumber. What I know on that topic probably equals what the majority of you know about the intricacies of design or the abstractions of structural calculation. In fact, I probably know less about this topic than you know about these others. However, I do know something of the uses and application of lumber in the general field of domestic economy, and so I shall confine my remarks and constrain my thought in that restricted channel.

I was interested, in looking through the extensive and instructive exposition at the Coliseum, to see a cut something along the line of one published in *Life* a number of years ago and which, at that time, stirred my imagination. It was a pictorial history of the world during the life of a California redwood, an old patriarch that sprang from the ground early in the fourth century and is still stretching its lofty branches into the untroubled ether, although the illustration in the exhibition makes the electric waves play in violent action about its apex; and through this violence it pierces serene, standing absolutely tranquil and unmoved. I take this illustration for a text.

### Reminded of a Reprint

Many, perhaps most of you, remember a story that appeared many years ago in the *Century Magazine* and was reprinted by general request at some time during this last year. It is called "The New Minister's Great Opportunity." A pastor who had but recently been called to a new field found it to be his first public duty and the one in the accomplishment of which, or the nonaccomplishment of which, he would in all probability stand or fall in this new community, the preaching of the funeral sermon of one of the "oldest inhabitants" who had belonged to his flock. The man had led a thoroughly domestic and uneventful life within the shelter of his fold and far away from the pulse and currents of human activity. Such a figure and life were not calculated to inspire in the preacher any great emotion which would arouse him to eloquence and produce a great panegyric; but the minister arose to the occasion and detailed in glowing terms those great battles of thought and action which had taken place within the span of the decedent's life—the invention of the telegraph, the discovery of the power of steam and the building of the first steamboat and railway; the Mexican War, the War of the Rebellion and the putting down of slavery—all of this he had witnessed and to none of this he had been a party in his long, serene life.

### Symbol of an Old Man's Life

To me the California redwood, although not yet expired, is a symbol of this old man's life. In all probability the California redwood stands today because it was so far removed from the battleground of civilization and up to very recent times has not got into the current of human activity or in the path of human progress. This exposition discloses that with the other woods it is coming into its own, and that "own" is in aiding in the upward progress and civilization of humanity. That is the real purpose for the existence of every animate or inanimate thing upon this globe and nothing has fulfilled its destiny which does not sooner or later minister to the needs of humanity in either the realm of use or of beauty or of both, and the tree, both in its natural state and as a manufactured product, does fulfill its function in both of these fields and consequently has gained the love and admiration of mankind. It shines forth in construction and in art and is made a subject of poetry of the most emotional type.

This it does not do of its own accord but through the endeavors of the men that are represented here in this gathering; and, therefore, civilization in paying its tribute to the tree, especially the tree in its manufactured state, is paying a tribute to the genius, courage and resourcefulness of you men who lay that product at the feet of humanity. This effort on your part is not done once and for all but must be ever continuing and ever seeking new fields.

### Must Seek New Fields

In your endeavors you are forced to study conservation and preservation and to minimize wastefulness. You are expected not to rob the soil but to produce from it and leave it in condition to produce more. You must seek new fields for the use of your material because it is slowly, steadily and surely being pushed out of certain lines. Clay products, steel, cement are coming in to perform the duties once performed solely by timber; but the uses for timber will always continue and will always appeal to the heart and mind of humanity, because wood, of all the materials for art and construction, because of the grain, because of its unrefractoriness, lends itself to being shaped by the hand under the direction of brain and heart.

When man has been building and decorating for his own personal use and pleasure he has used the products of the forest. When he has been building for the gods he has delved into the mines and dug into the quarries; but the chilliness and aloofness of the rock has never made in him the personal appeal that comes through the living, swaying and ever-changing tree. And, therefore, for domestic purposes it will be a long time before any material will take the place of wood in the affections of the builder who loves quiet domesticity and cares to be surrounded by objects which through their beauty and responsiveness to his touch appeal directly to his deepest and warmest nature. The architect who designs, the craftsman who carries out and the lover who enjoys the forms to which wood lends itself thank most deeply and sincerely you men who place this beautiful medium before them and make it possible to dream, to work and enjoy through its beautiful and appealing mediumship.

## FROM THE STANDPOINT OF THE ASSOCIATION

E. B. Hazen, treasurer and general manager of the Bridal Veil Lumber Company, Portland, Ore., from the land of large timber and of correspondingly large transactions, had his subject in hand and presented it in an able manner. He showed that the progressive lumber salesman has a number of things which he must thoroughly understand, in addition to the art of making a sale when all things are ready. He spoke as follows:

Before venturing some suggestions as to the part which the association must take in assisting to create better merchandising, I want to beg your indulgence while digressing for a few moments into a consideration of the necessity for such a move. I want also to discuss briefly some of the false premises upon which the industry seems to be proceeding.

A new condition has been injected into the situation during the last few years, through the manufacture and sale of substitute materials. The producers of these substitutes have adopted modern, progressive advertising and merchandising methods. The competition is no longer that of one wood against another, but rather wood against substitutes. The aggressive and intensified merchandising methods of the substitute material manufacturers have not only affected the sales of lumber manufacturers to the lumber dealer, but have affected the dealer's business as well, because of the hardware and other competitive merchants handling these substitute materials. The competitive merchant usually owns his own business and consequently is hard competition for the lumber yard agent who is often handicapped because of being an employe, especially if managing one of a line of yards. Consequently we have a serious

contribution there to the "under consumption" that is fast becoming a menace. So much for the yard trade end of it, as related to substitutes. Of more far reaching effect is the consumption of substitutes in railroad cars, street paving, silos, bridges, and even the steel tie.

We must not fail to recognize, however, that as the country becomes settled up, the era of permanent construction supersedes that of the temporary, and that most of the United States is much more densely populated than ten years ago. To considerable extent lumber has been reduced from the ranks of a major building material to that of a subsidiary commodity.

### The Pendulum Theory

Therefore, must we not concede that the "pendulum theory" upon which we have all depended for three generations must be relegated to the shelf? The lumber manufacturer has always believed that it would swing back—it always had. He need not even lubricate it. He had always proceeded on the hypothesis that diminution of the supply of raw material would make him his fortune. Is there any other industry in existence where the producer whittles away in a frantic effort to deplete his raw materials so as to enhance the value of his remaining assets? Do not all other manufacturers figure on a profit on each unit of production as they go along? So we have three aggravating phases to face:

1. The inroads of the substitutes.
2. The apathetic lumber dealer.
3. The lack of understanding of the true situation among most producers.

Before giving consideration to this subject from the standpoint of the association, let us consider a few facts pertaining to the real effect of some substitutes and also to the possibilities for holding wood consumption with properly directed effort. Let us cite also some of the methods and accomplishments of producers in other lines of trade.

Steel and cement are the principal competitors of wood up to date. Out of 60,000 cars constructed 2,000 were of wood as per report recently made before the Interstate Commerce Commission. The Carnegie Steel Company says that the steel tie is being used in increasing numbers under certain conditions; that in scrap it yields about half the first cost.

In twelve months 95,000,000 barrels of cement were produced in this country. Reduced to board measure equivalent this quantity would displace 20,000,000,000 feet of lumber. Conceding that 75 per cent was consumed where the use of wood is inadvisable, still could wood have held the balance the consumption of lumber would have increased 12½ per cent. The cement consumption reduced to board measure (figured on the usual method of mixing cement) would have made a walk 1 inch thick, 6 feet wide, 620,000 miles long, or twenty-five times the circumference of the earth at the equator. It was the equivalent of half the lumber cut of the United States. The population of this country increased 21 per cent in ten years and the increase of lumber consumption was 14 per cent; consequently the per capita lumber consumption decreased. Cement consumption increased 220 per cent in ten years.

An interesting matter in connection with this question is the large item of freight included in the cost of lumber to the consumer. If out of every dollar's worth of lumber the consumer pays from 40 to 80 cents freight it is apparent that the *use* value is lower than most substitute materials in most sections of the country. If cement and steel upon actual tests prove inferior based upon first costs, maintenance and adaptability to repair or alteration, then wood must win the supremacy, otherwise wood must recede to its place among subsidiary materials.

There have been many instances in other lines of merchandise where new channels had to be opened up, and where commodities had to give way to new and progressive achievements.

### Diversion of Profits

A highly intensified and up-to-date organization of statisticians and investigators has been essential in determining where to divert products. The Standard Oil Company knows very closely the per capita consumption of kerosene, and has had to face a continual curtailment of its use. On the other hand, it has had to keep pace with the constantly increasing demand for gasoline. The National Fire Proofing Company was obliged to delve into the fine residence, dry kiln, and silo construction as an outlet for a product designed originally as a covering only for steel members in large buildings.

There are over 7,000,000 farms in this country and only 350,000 silos.

One thousand feet of lumber more consumption to each farm per annum would give an outlet for 7,000,000,000 feet and 1,000 feet is not any quantity of lumber to be absorbed around a farm in a year's time.

The Paint Manufacturers' Association is a good example of the accomplishments possible through a trained corps of men continually following up prospects. A California lumberman stated recently while discussing the subject of intensified selling, that he had purchased a country hotel and within two weeks personal representatives of two leading paint makers had called upon him endeavoring to induce him to paint the structure. There are many avenues open to effort of this kind.

Turning to another phase of the question.

### A 3-Ring Game

Is it not true that the name "manufacturer" as applied to an operator in our industry is misapplied? He is little more than the *harvester* of Nature's crop. He did not even sow it, so he is not in the farmer class. The manufacturer of most commodities plays a 3-ring game:

1. He conceives his product.
2. He manufactures it.
3. He merchandises it.

We must awaken. We must find ourselves. We must sell our lumber. It was formerly *bought* from us. Now we must sell it, just as any other producer sells his product.

Now to the merchandising from the viewpoint of the association. We have three associated efforts:

1. The National association.
2. The "Producing Zone" association.
3. The selling association.

There is a clearly defined field of operation for each. All are essential, none is superfluous. There is some talk about the concerted effort on the part of substitutes against wood. In my judgment it appears to be concerted because each substitute is waging its own individual campaign, and the cumulative effect appears concerted. In lumber, however, there *is* an opportunity for concerted action through the National, in addition to the cumulative effect, which will be forthcoming through the "Zone" association activities.

Mr. Crosby's illustration of the lumber consumption being analogous to a "pie" is most apt. The consumption of various woods are "cuts" from the pie varying in size according to the accomplishments in the marketing of each, and the whole pie (the total consumption) can grow at the same time without disturbing the relation. The larger the pie the larger the cut in proportion representing the individual wood consumption, provided the individual wood expands itself in the same proportion.

Both the National and the Zone associations have important functions, besides the part they can play in merchandising, and it would seem best that their exploitation departments should be separate departments.

Taking up each association in order:

### The National

1. We must carry on a publicity campaign in an effort to overcome the prejudice against the lumber industry. There is a popular misconceived feeling against the entire industry from stump to retailer. An abatement in this persistent, antagonistic attitude must be effected. Stumpage owners who are not manufacturers are vitally interested and should be contributors to the work of the National.

2. An extensive advertising campaign in publications should be inaugurated and pursued with vigor in an effort to reinstate the former "love" for wood in the public mind. Such appeals to the public, if made frequently, as appeared in last Sunday's Chicago papers advertising this wonderful Forest Products Exposition, can

3. We must advertise to ourselves. The National must keep up [illegible] to awaken them to the necessity of modern merchandising and publicity work. I do not know but that this effort should have been mentioned first, as for a few years, at least, it is of first importance.

[illegible]

(a) A chart should be issued at intervals indicating increases and decreases in consumption, indicating where this occurs and to what substitutes it is tending. It should show data regarding the effect on lumber consumption, due to shifting population from one section to another, as, for instance, the heavy migration of farmers from the Middle West and Northwest into Canada. It could supply accurate crop data. It could even extend its work to furnishing market reports on all woods in each principal market. We can read them daily on all other commodities. Why not on lumber? This industry can not navigate and avoid the reefs without a chart.

(b) This department should make a thorough investigation of methods of distribution of our product, just such as has been made recently for the textile and automobile industries. Such an investigation would result in a report which would astonish all of us. I had the pleasure of perusing a digest of the textile industry report (the complete one consisted of four volumes, each the size of Webster's Unabridged Dictionary) and the information it contained was a revelation. It was not compiled by a textile man, but by one who knew nothing of the industry, who had no preconceived opinions. He was unbiased; he was an economist in industrial research. He was able to offer valuable advice after fourteen months' work to those interested in the textile industry. We may be overlooking many channels of outlet which are important. Here is a quotation from an advertisement appearing as part of a full-page department store ad in one of our large city newspapers:

[illegible]

That is about the problem that hundreds of householders hereabouts are compelled to face every time they want to do a little carpentry. They can't get the needed material, nails, saw, square, rule, and plane almost anywhere, but boards—why it costs more to get them than the job is worth. But no more—because for the convenience of Mr. Handyman and his wife and for the boy who "likes to make things" this store [illegible] third floor, where you can buy your hammer, nails, saw, square, your chicken wire, your hooks, etc., *you can buy your boards*. Whatever your needs in household lumber we can supply them. This service is for your convenience.

Now, gentlemen, here apparently is a lucrative field for short lumber consumption. I believe that an investigation would point out many such.

(c) This research department should have men in the field lecturing at farmers' institutes on the merits of the wooden silo—working with the city officials in the interest of wood block pavements; on the proposition of mill construction as against so-called fireproof construction in public and other buildings. I have just received a clipping from a Portland (Ore.) paper, with a full column write-up, headed "Fireproofed Wood Challenges Steel." The city commissioners there next week together with the school board and a committee of lumber manufacturers will witness the setting of fire to a building of wood especially constructed. The heavy mill construction is to be fireproofed with a layer one inch thick of a mixture of [illegible] and cement. Both asbestos and wood are [illegible] as is steel. Four times the ordinary amount of furniture is to be placed in this one-room building to demonstrate that it can be burned without destroying the building. If the test proves successful the committee now at work on the revision of the building code have promised to incorporate in the new code the necessary provisions to make possible the erection of buildings for county and city under this method. The lumbermen's committee demonstrated that this class of building could be constructed for 7 to 8 cents a cubic foot, as against the cost under present requirements of 13 to 17½ cents a cubic foot. Class "A" school buildings now costing $8,000 a room in Portland could be built for $2,500 a room and be a more safe construction. Why is not this the work of the National everywhere?

(d) The power of suggestion could be worked in reading matter, advertising, distribution of literature to definite good effect.

It is far easier to get a man to repair an old house than to build a new one. There are thousands of homes that would be remodeled annually if the matter was urged by steady and intelligent personal solicitation, backed by suggestion.

Take the agricultural implements that are now permitted to remain in the corner of the field after the seasonal use. They aggregate thousands in number. They should be housed with profit to the owner and to the lumber industry. Suggestion will accomplish it.

(e) The lumber and allied interests of the United States should inaugurate a national manual training movement in the grammar grades of the public schools. Just stop and think of the ultimate effect—a nation of wood users could be developed in ten years if the millions of boys and girls could use a hammer and saw with reasonable dexterity. The time to instill this instinct into the child is between the ages of six and twelve, not after entering the high school. A general campaign of this kind might also have its effect on the "back to the soil" movement.

### The Zone Association

The association composed of manufacturers of one district usually producing *one* wood principally, must work toward the end of securing as large a cut as possible of this "National" pie. Provided it works along in the channels where its wood is most adaptable, it can, in many lines of endeavor, supplement the very work of the National without the results being anything but of benefit to both. There is bound to be some conflict of statements between associations in pushing their respective goods, some overlapping, but a studied effort to avoid this will reduce it to a minimum. If the general effect is increased lumber consumption the desired result is obtained.

The "Zone" association can broaden its markets in three principal ways:

1. By a campaign to the consumer, the purchasing agent, architect and contractor, through advertising and supplemented by dissemination of literature.

2. By a campaign through the lumber press to engage the co-operation of the dealer by furnishing him "copy," cuts, etc.

3. By sending personal representatives into the field to work among architects, dealers, home building companies, etc. If frame constructed residences are the first appearing in a newly plotted addition in the suburbs of any city they are apt to have a far reaching effect upon the type of houses covering the entire section. If a stucco or brick house first appears many others follow. The field men should have literature, samples, and be competent to give the facts relative to their lumber from all angles. All other products are exploited through the dealer by giving him the personal co-operation of a representative of the manufacturer. The lumber yard has developed into a builders' supply depot, where the percentage of substitutes for lumber sold runs from 35 to 60 per cent. The dealer is developing all the time into a better merchant. The mail order house, the hardware competitor selling substitutes, the junction point yard are all forcing him into more vitalized selling. He is getting assistance from all producers of goods he handles except from the lumber producer. The representative of the "Zone" association can co-operate with him to certain benefit.

### The Selling Association

It would seem that the lumber producer must get directly back of the distribution of his product more actively. The retailer only reaches a part of the possible consumption and he is not a dealer any more in lumber, principally. The producer must get into the field with better schooled salesmen. They must be more than order-takers. They must work all possible channels not reached by the retail dealer. If the individual producer has not sufficient output to enable him to put skilled men—energized salesmen—in the field, he must associate himself with other producers so that they can do this cooperatively.

Then, the lumber producer must go further. He must get back of manufacturers of products which use wood. Wood block pavement will never get its just desserts until lumber producers organize their own paving companies and lay the pavement. Wood silos will have to be pushed by the lumber manufacturer; probably it can be done through the retail yard, but never without the coöperation of the lumber manufacturer.

To sum up: Lumber was formerly bought. Now it must be sold.

Are we to continue to attend our Zone and our National meetings, admitting to ourselves and to each other that these ills exist and that remedies advocated should be put into use, and then upon adjournment repair to our respective wood lots to continue our battle with the cost sheet? We must hasten home to find whether or not that oils and grease account has advanced a fraction of a cent during our absence. We will scan the cost sheet and begrudgingly observe the few pennies a thousand charged to association dues, while our sales departments are thinking and acting in no less than 25- and 50-cent denominations. If 5 cents a thousand more were secured on the lumber cut of this country a fund could be available of $2,000,000. Why not add 5 cents a thousand to the amount realized for our product, turn it over to our associations, and cease considering association dues an item of expense? Here, gentlemen, I wish to leave this tangible suggestion, which is the first move necessary before any further progress can be made to accomplish the ends desired, as voiced by all the papers and also the various discussions that this program contemplates, namely, "Better Merchandising."

# Crushing Strength of Wood

It is a matter of common knowledge that woods vary greatly in strength, but just how great the differences are is not so generally known. If a person well acquainted with both cypress and black willow were asked how much stronger one is than the other he would probably be at a loss for an answer.

Before such a question can be intelligently answered by anyone it must be expressly understood what kind of strength is meant, and what is to be the test to determine it. Wood offers resistance in several ways. A horizontal beam may be supported at its ends and weights piled on its middle until it breaks. That is called the breaking strength; but the length of the span between the supports, and the shape and size of the beam must be known before figures of strength will have any meaning.

There is the strength which a pillar or post exhibits when it stands perpendicularly and sustains a load placed on top. Again the length and size of the timber must be given. A piece of wood may be broken by a lengthwise pull, as sometimes happens when a long sucker rod in an oil well parts under the stress of a vertical pull. The strongest woods, in this test, are nearly or quite as strong as iron, weight for weight.

Woods may be subjected to a twist until they break. Numerous and elaborate tests have been made to determine all of these points, and engineers have tables and charts which show the respective values of most of the timbers in use.

There is another test, and one of great importance, which determines the wood's crushing strength. Here the pressure is applied on the side of the stick, as when a rail presses on a crosstie. This pressure is said to be "perpendicular to the grain." The accompanying table gives the strength of the various woods on that basis. It shows how much load they will carry per square inch of surface before the fibers will be crushed.

The actual figures are stated in per cent of white oak's strength. This wood is properly taken as a standard for all hardwoods. Everybody knows white oak, and its characteristics and properties are better understood than those of any other single wood, so that when any other is compared with white oak a pretty accurate idea is at once conveyed.

White oak requires a pressure of 853 pounds per square inch to crush the fibers. For example, if a rail presses harder than 853 pounds per square inch that rests on a tie the rail will crush the wood.

The strongest wood on the list of fifty-one is Osage orange, which will sustain a load of 2,260 pounds per square inch. The weakest is black willow, which will crush under 193 pounds. The former is nearly twelve times as strong as the latter.

| Common Name | Fiber Stress in Pounds per Sq. In. Required to Crush Across the Grain (White Oak = 853 Pounds Per Sq. Inch) |
|---|---|
| Osage orange | 265.0 |
| Honey locust | 197.5 |
| Black locust | 167.2 |
| Post oak | 134.6 |
| Pignut hickory | 133.9 |
| Water hickory | 127.5 |
| Shagbark hickory | 125.5 |
| Mockernut hickory | 118.6 |
| Big shellbark hickory | 116.9 |
| Bitternut hickory | 115.7 |
| Nutmeg Hickory | 110.0 |
| Yellow oak | 100.5 |
| White oak | 100.0 |
| Bur oak | 98.0 |
| White ash | 97.1 |
| Red oak | 91.2 |
| Sugar maple | 87.0 |
| Rock elm | 81.6 |
| Beech | 74.2 |
| Slippery elm | 70.2 |
| Redwood | 67.8 |
| Bald cypress | 64.3 |
| Red maple | 62.3 |
| Hackberry | 61.6 |
| Incense cedar | 60.8 |
| Hemlock | 58.3 |
| Longleaf pine | 57.6 |
| Tamarack | 56.3 |
| Silver maple | 53.5 |
| Yellow birch | 53.2 |
| Tupelo | 52.9 |
| Black cherry | 52.1 |
| Sycamore | 50.8 |
| Douglas fir | 50.1 |
| Cucumber tree | 47.8 |
| Shortleaf pine | 46.9 |
| Red pine | 42.0 |
| Sugar pine | 41.4 |
| White elm | 41.2 |
| Western yellow pine | 48.0 |
| Lodgepole pine | 40.8 |
| Red spruce | 40.5 |
| White pine | 36.8 |
| Engelman spruce | 34.0 |
| Arborvitae | 33.8 |
| Largetooth aspen | 31.5 |
| White spruce | 30.7 |
| Butternut | 30.3 |
| Buckeye (yellow) | 24.6 |
| Basswood | 24.5 |
| Black willow | 22.6 |

## Carrier's Right to Discontinue Switch Privileges

A railway company was not warranted in terminating an arrangement whereby freight of a lumber company was received and delivered on a private switch track adjacent to its mill, although the lumber company disputed liability for certain demurrage charges; the latter company being solvent and responsible for any claim that the railway company might establish by suit on account of such claim. If the railway company knew that the lumber company would not accept delivery of a carload of logs on a certain track, and the lumber company was entitled to delivery at another point, demurrage charges could not be based on delivery on that track. To prevent discontinuance of the switch service, the lumber company was entitled to maintain a suit to enjoin such discontinuance. Sales of logs, by the railway company, under an unfounded claim for demurrage charges constituted a conversion of the logs, rendering that company liable to the lumber company for the value of the logs.

LOG YARD AND MILL SHOWING LOG HOISTING & KEEPS LOG HOISTS

THE COMPANY'S VAULT ROOM SHOWING CHARACTER OF THE CONSTRUCTION OF THE SIDES

# An Up-to-Date Veneer Plant

One of the best and most modern veneer manufacturing plants in the country is that of Nickey Bros. & Bass of Memphis, Tenn., which was recently put in operation. Wm. G. Bass, a veneer manufacturer of wide experience, is in active charge of the business. The management rests largely with him.

Nickey Brothers have been prominent in the manufacture of hardwood lumber at Memphis for many years, and the new veneer mill is being operated in connection with a lumber manufacturing proposition. Nickey Bros. & Bass are, therefore, in a position to supply the wants of the consumer for hardwoods in any thickness, from standard lumber thicknesses down to the thinnest of veneers.

The new plant is manufacturing both sawed and sliced stock, having installed a 16-foot slicer and four veneer saws, all of this equipment being of the manufacture of the Capital Machine Company. The size of the slicer is unusual, and indicates that the company is able to take care of orders that would prove troublesome to the concern whose equipment was not so large as that indicated.

One of the most interesting features connected with the plant is the fact that it is entirely fireproof. This is unusual enough to warrant emphasis, and it is also worth noting that while the cost of the building was somewhat greater than if ordinary mill construction standards had prevailed, the increased expenditure will prove a good investment, inasmuch as the company has been assured that it has a fireproof risk, and consequently has indicated that it will carry no fire insurance.

The company carries no stock in the mill building, each day's cut being moved through the dryer to the warehouse, so that there is literally nothing to burn. If a fire comes along it will have so little to feed on, as far as the veneer mill is concerned, that the loss will be inconsequential. Thus the plan of the company, to save fire insurance premiums on the insuring the mill building, seems to be logical.

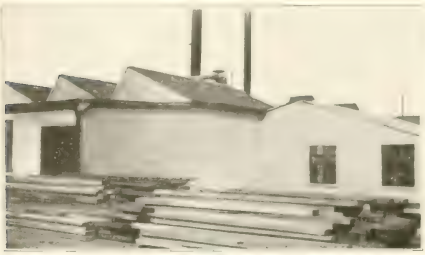
Reinforced concrete and steel have been used in the construction of the plant. The foundations and floors are of reinforced concrete, the foundations for the machines being especially heavily reinforced at the corners, though the walls of the foundations are sufficiently thick to enable solid concrete masonry to serve the purpose. Absolute absence of vibration and consequent accuracy in sawing and cutting is assured by the concrete floors and foundations.

The walls are supported by structural steel beams, while the roof trusses are also steel. The walls proper are made of concrete, held on with Highrib reinforcing. The roof is of the same material, with the exception that the saw-tooth plan has been used to secure a maximum of light. The glass is wired and factory ribbed, furnishing additional light and protection against fire.

The matter of light in a manufacturing plant is an important proposition, but unfortunately little attention is paid to it in the average plant. The result is that the work is not so well done as it would be if there were an abundance of natural light, and the concern is put to the expense of furnishing more artificial light than would be needed under better conditions. It is also well known that accidents happen in many cases because of poor lighting. The Nickey Bros. & Bass plant is beyond criticism in this connection.

The dryer is likewise a concrete structure, the type being practically the same as the mill building itself. The Philadelphia Textile Machinery Company installed the dryer. Great care has been given to the construction of the building containing this equipment. An auxiliary engine furnishes power for the operation of the drying apparatus and drives the generator for lighting the plant.

The use of electricity in the mill is an interesting feature of its design and operation. The Allis-Chalmers Company provided the generator and motors, while the two boilers and two engines which were installed because of the additional power requirements of the veneer mill were put in by Chandler & Taylor Co., of Indianapolis.



THE COMPANY'S FLITCH DOCK

ANOTHER SECTION OF FLITCH DOCK AND VENEER MILL

The four veneer saws and the slicer are individually motor driven, the use of electric current not only enabling the power consumption, which is relatively unimportant in this connection, to be limited to the amount actually needed, but also getting rid of line shafting for the transmission of power. The presence of shafting and belts, which are required where mechanical power is used, is known to be a constant source of danger, as well as being inconvenient and unhandy, and the use of electricity gives the mill a clean, roomy appearance which is decidedly pleasing to those who are accustomed to move about equipment which is operated with belts off overhead shafting.

Another important feature of the equipment is the fan system, a 44½-inch fan of the Buffalo Forge Company having been installed. The collection of dust is handled perfectly, and the size of the fan was purposely made large so that there would be no trouble on this score. The pipes which carry off the dust are amply large, so that there is no danger of their being stopped up by an accumulation of dust resulting from insufficient power to carry it away.

The ware room is 48 by 120 feet, with both long sides entirely of Fenestra steel sash, making the building as light as outside.

Mr. Bass, the active manager of the entire plant of Nickey Bros. & Bass, has had wide experience in the business, and is expected to make a marked success of this mill. He has incorporated many new ideas into its design and construction, and may be said to have a plant which is a model in many respects. The concern will confine itself principally to the manufacture of a quartered oak veneer and figured red gum veneers, and its location at a point such as Memphis, where the supply of oak and gum suitable for flitches is extremely large, assures the success of the new mill.

# No Substitute For Wooden Shuttles

The searcher for substitutes has thus far failed in his quest for something to take the place of wood in the manufacture of shuttles. The search has been wide and thorough, but it has not yet resulted in anything except failure. Steel has naturally been one of the first suggestions, and it has been given many trials in textile mills.

The shuttle is used in weaving. It is a very old tool and has not undergone any great change since time immemorial. It has always been made of wood. Sometimes it has been simply a stick with thread wound around it. This has been its simplest form, and in that form it was used in Egypt at the dawn of history, and it is still in use among savages who make cloth of bark and other crude fibers.

The hollow shuttle with a "quill" or "bobbin" inside, turning on a spindle, was the first improvement upon the simple stick; and it may be said that it is the final improvement, because this is the form in use today, with various modifications.

There are many sizes, but a common form in use by textile mills is shaped from a block about seventeen inches long and somewhat more than two inches square. This billet is called a shuttle block, and from it the shuttle is cut, all in one piece, except certain accessories. It is shaped much like an old-time dugout canoe.

When weaving is done on hand looms, the shuttles are thrown to and fro by hand. Formerly all weaving was done in that manner, and the shuttle was made of nearly any hard, smooth wood; and a good one lasted years in constant use. Power looms did not bring any radical change in the shape of shuttles, but new conditions had to be met. The shuttle is thrown back and forth by machinery. Its motion is very rapid. It is driven by smart blows at each end of its journey. These blows try the lasting qualities of the shuttles. Every motion is quick. The movement is reversed almost instantly.

Though many kinds of wood were satisfactory for shuttles in hand looms, that is far from being the case with power looms. A poor wood flies into splinters under the impact of blows. Some woods "feather-up"—that is, they become rough under the influence of friction, and are useless. Some wear too rapidly, and after an hour or two of use must be thrown away. The use of shuttle woods is therefore limited to those which will stand up under the severe strains to which they are subjected.

The best wood for this use, as far as is known, is the Turkish boxwood. It has the necessary strength and wearing qualities. Up to about thirty years ago boxwood was a common shuttle material, but it then became too high in price, and dropped out of use.

Attempts were many times made to substitute steel and other metals for shuttles. Theoretically, steel ought to be satisfactory, but in practice it has not been found so. The shuttle must not go beyond a certain weight, because it becomes unmanageable. If of steel and made of sufficient lightness, the shell is so thin that it buckles under the impact of blows. The result is that metal cannot stand as much as wood in the trying use to which the common shuttle is subjected.

The search for shuttle wood has been wider than any one continent. The forests of the world contain many hard, tough woods, and it might be supposed that suitable kinds could be found in many regions, but experience has not shown that such is the case. Hundreds of kinds have been given trials, only to be rejected for one reason or another. One may be too light, another too heavy; probably no one is too hard, but many are too soft; some do not wear smooth; others split; splinters rise on some. So many things may go wrong that one by one the promising woods have been tried and found wanting.

The United States is fortunate in possessing two satisfactory shuttle woods. They have the wearing qualities and they are not too expensive. They are dogwood and persimmon. Sapwood only is desired, but fortunately, these two trees are largely sapwood.

Complete statistics of shuttle wood in the United States have never been brought together; but figures are available for certain states. It is believed that one-half of the cut in the United States comes from Virginia, North Carolina and South Carolina, though if complete figures were available it might be found that Georgia, Florida and Tennessee should be added in order to cover the bulk of the shuttle material furnished by forests.

Dogwood trunks are small and short, seldom exceeding eight inches in diameter and five feet long. Persimmon is larger. Apparently about three cords of dogwood are used to one of persimmon. The following table gives the annual cut of rough stock in the principal states in feet, board measure:

| State | Dogwood | Val. per M feet | Persimmon | Val. per M feet |
|---|---|---|---|---|
| Virginia | 616,400 | $13.70 | 15,000 | $14.00 |
| North Carolina | 600,000 | 18.75 | 150,000 | 20.00 |
| South Carolina | 3,050,000 | 21.97 | 1,550,000 | 18.06 |
| Total | 4,266,400 | | 1,715,000 | |

Shuttle wood is always measured by the cord when bought and sold in the rough; and in the foregoing table reduction to feet was made on the basis of 600 board feet to the cord.

Persimmon may be lumbered in the usual way, but dogwood is too small. The bolts are usually shipped rough, and the blocks pass through several hands before they reach the stage of the finished shuttle. The work may or may not all be done in one factory. The cost given in the accompanying table is based on the rough bolts when they arrive at the factory where they are worked into blanks for shuttles. The wood which actually appears in the finished shuttle costs very much more. Probably four-fifths of the original bolt disappears as waste in process of manufacturing the shuttle.

The cutting of dogwood shuttle bolts is not a regular business. Few people follow that as an occupation for dogwood growth is scattered, and no large quantity can be cut in one place. In the southern states, where practically the whole supply is obtained, the cutting is carried on chiefly by negroes who find a few trees here and there about the country. They are cut and brought to town at the next trip and are there bartered for groceries or other merchandise. The keeper of the store usually gets a carload of bolts together and then ships them to some wholesale dealer in such products, who, in turn, sells them to factories.

It is seldom that as much as one-fourth of a cord of dogwood suitable for shuttles is found growing on an acre.

# Utilization of Basswood

[illegible]

The reason for this is that the wood seasons with very little difficulty and when once dry it seldom warps or shrinks or twists. In these respects it resembles white pine very closely. Then, too, it is soft, straight, light, and easily workable. It consequently finds its way into a great variety of uses that were formerly occupied by white pine, as well as its great special uses such as woodenware, trunk stock, excelsior, cigar boxes, interior finish, novelty stock and veneer backing.

Although there are five separate species of basswood recognized by Sargent in this country, the largest part of the lumber comes from one species (*Tilia americana*). All of these species occur in the eastern half of the United States. There are about twenty varieties of basswood scattered over the northern hemisphere but the principal American species is the most important one in the family from the viewpoint of economic utility. This species grows over a good portion of the East, from northern New Brunswick to Lake Winnipeg in Canada and south along the Appalachian chain of mountains to Georgia and Alabama. It also occurs west along the so-called fringe forest of the prairies down through Iowa, Nebraska and Oklahoma to Texas. It seldom forms a good portion of the stand such as is common with the oaks, yellow poplar and red gum. It is usually found as a scattering tree on moist soils.

The recently published figures of the Census Bureau show that during the year 1912, 298,000,000 board feet of basswood were cut. Of the total cut of hardwoods amounting to about 8,000,000 feet, the following hardwoods were cut in larger amounts: Oak, maple, red gum, yellow poplar, chestnut, beech and birch, given in order. It is therefore eighth in the list of hardwoods. Most of the basswood is cut in the northern portion of its range. Wisconsin is the center of production. This state together with Michigan, West Virginia, and New York produced about one-half of the total amount. The cut of the principal basswood states is shown as follows:

| | |
|---|---|
| Wisconsin | 79,000,000 |
| Michigan | 54,000,000 |
| West Virginia | 33,000,000 |
| New York | 29,000,000 |
| Ohio | 15,000,000 |
| Minnesota | 14,000,000 |
| Tennessee | 10,000,000 |

Altogether twenty-one states produced over 1,000,000 board feet each. About eight other states were represented in a small way in the cut.

Basswood is found growing up to 130 feet in height and four feet in diameter but it seldom reaches over eighty feet in height and thirty-five inches in diameter. Over-mature trees are very apt to be heart rotten and otherwise defective, but as a rule in the prime of life it cuts very sound in our virgin forests.

It is one of the lightest and softest hardwoods, having a specific gravity of .45. The dry weight of a thousand board feet is usually calculated at 2,400 pounds. The wood is diffuse-porous, and very tough and strong for its weight. It is not durable so that it is largely used where it will not be subject to decay. It takes paint, oils and other finishing materials to splendid advantage and its soft, even texture makes it especially esteemed for pyrography and wood carving.

Although the average selling price of basswood is about $21 per thousand, wholesale, at the mill, according to the government figures, it certainly deserves a much better price and in the future it is estimated that the price will materially advance. This may be shown by the fact that the average stumpage values for basswood jumped [illegible] In the same period the average wholesale prices of lumber rose from $[illegible] to $[illegible]. Of course in the present general depression of business conditions throughout the country these prices have not advanced in proportion but everything points to a clearing up of this situation particularly in the hardwood industry and basswood will be in especially strong demand.

It is interesting to study the amount used and the principal lines of utilization for basswood in the various states. It so happens that the great basswood producing states are very important wood-using states and in addition there are many industries located in these states that naturally use large quantities of this useful wood. The following list shows the amount of basswood used in several representative states:

| | |
|---|---|
| Wisconsin | 77,064,000 board feet |
| Michigan | 46,142,000 board feet |
| New York | 36,100,000 board feet |
| Illinois | 30,000,000 board feet |
| Minnesota | 24,278,000 board feet |
| Maryland | 5,490,000 board feet |
| Massachusetts | 4,166,000 board feet |
| Connecticut | 3,550,000 board feet |
| Iowa | 3,257,000 board feet |

This table is of especial interest to producers of basswood because it shows just where the relative amounts of their product go. It may be safely said, however, that basswood is used at least to some extent in every state in the Union.

In the great producing and using state, Wisconsin, basswood is the leader of all woods for woodenware, trunks and cigar boxes. Apparently woodenware would seem to be a comparatively unimportant item. And yet this alone consumes over 25,000,000 board feet of basswood every year. In the same state, in a long list of woods used, basswood is second in the following wood-using industries: Agricultural implements, in which nearly 2,000,000 feet of this species are used annually; bee keepers' supplies, toys and wagons and boxes. Basswood makes an ideal box wood because of its soft, even and straight grain together with the fact that it does not readily split and it holds a nail well.

In Minnesota basswood is the leading wood again for trunks and woodenware; second for agricultural implements and third for furniture. In New York it is first in the consumption of all woods for toys, trunks and other small materials; and second for the following: Pattern stock, dairymen's and poulterers' supplies, laundry appliances, picture frames and mouldings, woodenware and novelties.

Basswood is the best wood for excelsior because of its freedom from injurious resins, gums or unpleasant odors, its straight, even, soft grain, and the elasticity and resilience of its fibers even when dry. Wood wool made from basswood brings excellent prices on the markets.

For cooperage heading, pail and butter tub stock and special receptacles basswood is in great demand because of the above mentioned qualities. As a veneer core, it has no superior because of its splendid seasoning qualities. It is largely used in certain sections for veneer itself and is the only hardwood that can be successfully cut by the rotary process without first being softened in hot water. Basswood veneer is used for trunks on account of its strength and toughness; for built up stock, mirror and picture backs, fruit and vegetables baskets, etc.

On one large hardwood operation visited by the writer the small basswood trees in the woods were felled and cut up into bolts which were shipped directly to woodenware and pail factories. As a pattern stock it has considerable use, and is also being introduced for use as match stock, paper pulp, musical instruments on account of the resonant qualities of the wood fibers, furniture drawers and backs, carving and cabinet work.

Among other prominent uses of basswood may be mentioned the following: Shelving, cabinet work, cheese boxes, furniture parts and especially for chairs, interior finish, sash, doors and blinds, show

cases, wagon boxes, staves, sporting goods, tubs and churns. Of course there is in addition a long list of uses to which basswood may be put, but the above mentioned ones are the most important.

Strange as it may seem, many of our supposed "Spanish cedar" cigar boxes are made of basswood, nicely stained to give the proper external appearance. In the end they are just as good and can be obtained so much more cheaply.

The prices paid for the various lines of utilization naturally differ very materially. For instance, the average price paid for all the various grades of basswood used in the different industries in Illinois was $27.55 per thousand. In Michigan, near the source of supply the average price paid at the mill was only $20.79. In Minnesota the average price was only $15.30, according to the statistics of that state. On the other hand, in Connecticut the average was $40.37, but undoubtedly the better class of material used in this state accounted for this large price.

For the individual uses the prices also vary very much. As an example of this, in one state the average price reported for cabinets and office fixtures was $58.49 per thousand, for boxes and crates it was $23.26, for panels in interior finish, $28.40, for musical instruments, $36.18, for furniture, $22.50, and for trunks, $23.25.

N. C. B.

# Where The Hickory Logs Go

A good share of our hickory is being sent abroad in log form, statistics furnished by the Bureau of Foreign and Domestic Commerce at Washington showing that hickory logs to the value of over $300,000 were exported last year. Statistics available from advance sheets of the annual report on commerce and navigation shed a little light on just where these logs go. The manufacturing trade here might be better off if it could keep these logs at home and instead send the manufactured products abroad.

The statistics, which cover the fiscal year ending with June, 1913, show total exports of hickory logs to the amount of 8,293,000 feet, valued at $309,896. This means a return of a little less than $37.50 per thousand feet of the logs. How much the returns would have been had these logs been converted into wagon wood, handles or handle blocks is problematical, but it is easy to understand that it would have been considerable above this figure.

Most of these hickory logs went to Europe, in fact, nearly all of them, the exact distribution being as follows:

EXPORTS OF HICKORY LOGS, FISCAL YEAR 1913:

| | | | |
|---|---|---|---|
| Belgium | $ 3,402 | England | $141,247 |
| France | 4,805 | Scotland | 44,840 |
| Germany | 24,465 | Ireland | 6,790 |
| Italy | 1,850 | Canada | 585 |
| Netherlands | 76,613 | Asia | 269 |
| Norway | 850 | Africa | 3,892 |
| Portugal | 228 | | |
| Russia in Europe | 60 | Total | $309,896 |

This may be taken as fairly representative of the distribution of hickory logs right along, though the markets in different sections fluctuate more or less from time to time. For example, last year the trade was very light in France, being only about one-fifth what it was the year before. It was also comparatively light in Germany. Netherlands, on the other hand, used more than twice as much hickory as it did the previous year. The demand from England runs fairly steady from year to year and this is really the biggest market. The United Kingdom uses easily more than half the total of hickory logs exported.

It is well to consider two or three things in connection with the hickory lumber trade. The first one is that at least forty per cent of our hickory handle trade is export and the bulk of these handles go to the same markets as those to which the hickory logs are sent. The second, and perhaps the most important thing to consider, is that the world's supply of hickory is in the United States and is really confined to a limited territory. The supply is limited enough so that the trade should be able to get hold of it and control it in such a manner that instead of exporting so many logs they will be worked up here and the manufactured product exported instead. The more nearly finished the manufactured product the better, but even exports of billets and rough lumber would be better than hickory log exports. The third matter for consideration is this: We have a good foreign trade in hickory-manufactured products—good enough to be an important item to the industry, not only in handles, but in vehicle stock—and to maintain and look after this trade requires exporting connections, agencies and representatives on the other side. In other words, it makes a channel of trade. Why not then use this same channel, these connections, to enlarge the trade in hickory-manufactured products to the end that we may get more out of the hickory itself and also furnish more employment for those engaged in the industry of manufacturing hickory into wood stock, handles and other articles of commerce? The logs bring a certain amount of money to this country in return, but the manufactured articles would bring considerably more, and since the only source of raw material supply is in a limited territory in the United States it ought to be practical and comparatively easy to get more returns out of it.—J. C. T.

## Influence of Source of Seed Upon Forest Growth

Most of the timber used came from seed, though some of the second-growth hardwoods developed from sprouts. One of the most common methods of starting a second crop of trees that do not sprout readily is to leave a few trees of the desirable species to seed up the ground. The openings made by the removal of the other timber are favorable for the growth of seedlings and usually it is not long before there is a thicket of young trees to take the place of the old ones, provided, of course, fire has been controlled.

It has been supposed that it did not make much difference what shape and quality of tree was left so long as it was of the right species. Naturally a lumberman prefers to leave something that is not merchantable, and it has been argued that because a tree was stunted, or misshapen, or diseased, was merely the result of the conditions of growth and that there was no reason why the offspring from such a parent should not under more favorable conditions develop into the best of timber.

Some very extensive and exhaustive experiments to settle such points have been made in Germany and it has been conclusively demonstrated that seed collected from stunted and suppressed trees produce plants less resistant to disease than plants grown from seed collected from the larger and more vigorous specimens; and also that the individual characteristics of the mother tree may be transmitted through the seed. Thus a tree that has a decidedly spiral growth is very likely to transmit the character to the seedlings so that eventually a considerable portion of the stand may be of spiral growth. Such timber is very undesirable from a lumberman's point of view and should be discouraged. Consequently in leaving trees to furnish seed for the next crop or in collecting seeds to plant it should always be borne in mind that the new crop will depend very largely upon the source of the seed. Seedlings grown from seed from crooked, spreading, crippled trees are for the most part of very poor form, especially if the trees developed on poor soil.

In collecting forest tree seed to plant it is important not to take it only from well-formed, thrifty trees but also from trees growing in the right locality. Seed for planting in the valleys should not be gathered from high mountains, and *vice versa*. In like manner southern grown seed should not be used in the North. The best plan is to choose seed from good trees growing in the same or similar locality to which they are to be planted.

The farmer has learned the great advantage to be gained by a careful choice of seed for his cereal and garden crops, but the same practice is seldom applied to timber growing.

# Pertinent Legal Findings

### LOGGING RAILROAD NOT "COMMON CARRIER"

A [illegible] for the sole purpose of [illegible] to receive freight or passengers. (Oregon Supreme Court, Anderson vs. Smith-Powers Logging Company, 139 Pacific Reporter, 736.)

### RIGHT TO RESCIND LUMBER SALES CONTRACT

Where a contract for a sale of lumber calls for deliveries in installments and periodical payments, either party may rescind the entire contract for default on the part of the other respecting any installment, except that one cannot complain of a default which he has himself induced, as where a seller of lumber makes default in deliveries, and the buyer withholds payments to secure payment of damages for the seller's breach. (California Supreme Court, California Sugar & White Pine Agency vs. Penoyar, 139 Pacific Reporter, 671.)

### ENFORCEMENT OF LIEN CLAIMS IN ILLINOIS

Under the Illinois law an owner of a building will be protected against claims of materialmen in making payments to the contractor on sworn statements as to the amount due the materialmen although the statements be false, unless the owner is aware of such falsity. To preserve rights against the owner, the materialmen must give him independent notice of the amounts due them. (Illinois Supreme Court, Knickerbocker Ice Company vs. Halsey Brothers Company, 104 Northeastern Reporter, 665.)

### RESPONSIBILITY CONCERNING INTERSTATE SHIPMENTS

In recently holding that where a railway company receives carload shipments under a bill of lading calling for delivery at a point in another state, but under an agreement to the effect that on their arrival at that place they shall be diverted to points beyond on connecting lines of railroad, at through rates computed from the original place of shipment, the company is liable for loss arising on such connecting lines, within the meaning of the Carmack Amendment to the Interstate Commerce Act which makes an initial carrier of an interstate shipment responsible for shipments on connecting lines the same as on its own line, the Illinois Supreme Court recently said, in the case of Gamble-Robinson Commission Company vs. Union Pacific Railway Company, 104 Northeastern Reporter, 666:

[illegible] was held in Parker Bros. Lumber Company vs. Great Northern Railway Company, 69 Washington 123, 124 Pacific 389, 41 L. R. A. (N. S.) 1004, [illegible] one thereof was a shipment of shingles over the Great Northern railroad from Sauk, Wash., to Kankakee, Ill. It made no further provision for shipping, but delivered them elsewhere else. Upon arrival of the shingles at Kankakee over the Chicago, Indiana & Southern Railroad, which was the final connecting road over which the shipment was made, at the request of the owner of the shingles, the last named railroad diverted them to Palisades Park, N. J., issued a new bill of lading, and forwarded the shingles over a new line of connecting carriers. It was held the liability of the initial carrier ceased with the delivery of the shingles at Kankakee. We do not understand that decision to be in conflict with the views we have expressed. In that case the initial carrier never, orally or by bill of lading, agreed to carry the shingles to any destination other than Kankakee.

### LOSS OF INTERSTATE SHIPMENTS

The provision in the Carmack Amendment to the Hepburn Act, which makes the initial carrier of a through interstate shipment liable for loss occurring on connecting lines, does not make a railway company which receives a shipment for delivery at a point on another line of railroad in another state liable for loss of the shipment while in the hands of the delivering railway company as warehouseman, as distinguished from a carrier. This important decision was lately announced by the Kansas Supreme Court in a case where a shipment, through mistake of the shipper, was consigned to a point in Pennsylvania when it was intended to send the shipment to a town of the same name in New York. On arrival of the car in Pennsylvania, the local freight agent of the delivering company mailed notice to the consignee at that address, and later reported the shipment as unclaimed. On the [illegible] by fire, and the shipper sued the initial carrier, relying upon the act of Congress above mentioned. But, the Kansas Supreme Court decided that the Carmack Amendment must be interpreted as being restricted to cases where freight is lost or injured while still in the custody of a railway company as carrier. It is fairly inferable from the decision that, if the loss had occurred before the consignee had had reasonable opportunity to remove the freight after notice of its arrival had been mailed, the initial carrier would have been liable. But it is held that, under well established principles of law, the delivering railway company must be deemed to have ceased to be a carrier and to have become a warehouseman after lapse of a reasonable time for removal of the shipment, and as such not to be liable for loss not resulting from negligence attributable to it.

### AMOUNT RECOVERABLE FOR INJURY

$1,000 is not excessive recovery for impairment of an employe's eyesight in an accident attributable to negligence for which his employer is responsible. (Kentucky Court of Appeals, Stearns Coal & Lumber Company vs. Tuggle, 164 Southwestern Reporter 74.)

### INJURY TO ADJOINING PROPERTY

An owner of a sawmill is liable for injury to adjoining property caused by partly burned sawdust transferred into cinders or charcoal being blown upon such property, to the discomfort and annoyance of the owner. (South Carolina Supreme Court, White vs. Halsey Lumber Company, 81 Southeastern Reporter 11.)

### RESPONSIBILITY CONCERNING MACHINERY

A lumber manufacturer is liable for death of a lathing machine operator caused by a piece of lumber being hurled back by a saw, if the machine had been permitted for some time to remain in a defective condition which could have been readily remedied without impairing the efficiency of the machine. (North Carolina Supreme Court, Arnsley vs. John L. Roper Lumber Company, 81 Southeastern Reporter 4.)

### CONCLUSIVENESS OF OFFICIAL SCALE

When timber cut under a contract is scaled by a certain scaler, his scale is conclusive against both parties to the contract, in the absence of fraud or mistake. (Michigan Supreme Court, Brooks vs. Bellows, 146 Northwestern 311.)

### SELLER'S LIEN INFERIOR TO CHATTEL MORTGAGE

The lien of a seller of sawmill machinery to secure payment of the purchase price is inferior to a mortgage previously given in good faith by the purchaser covering all machinery in the mill, including all which might be subsequently installed. (Michigan Supreme Court, Presque Isle Sash & Door Company vs. Reichel, 146 Northwestern Reporter 231.)

### WHAT CONSTITUTES HAZARDOUS EMPLOYMENT

In a suit for injury to a minor while working at a double-end tenoner, the jury were warranted in finding that he was engaged in a "hazardous employment," within the meaning of a law prohibiting the employing of boys under eighteen years old in such employment, where it appeared that he was required to stand in a space about three feet wide between revolving belts. (Michigan Supreme Court, Radic vs. Thomas Jackson & Co., 146 Northwestern Reporter 136.)

### ITEMS OF DAMAGE FOR BREACH OF CONTRACT

In awarding damages to a lumber company arising from deficiency in the quality of building material bought by it for delivery direct to a third person, it was proper to include an amount covering the company's expense in adjusting the claim of its customer on account of the defective quality. (Connecticut Supreme Court of Errors, Coast Central Milling Company vs. Russell Lumber Company, 80 Atlantic Reporter, 898.)

# The Exposition at New York

The Forest Products Exposition moved from Chicago to New York with the advantage of ten days of valuable experience in staging the show and presenting it to the people. That was worth a good deal.

The exhibits were not wholly the same in New York as in Chicago. There were some additions and subtractions. New York has an even dozen exhibits which were not shown in Chicago, but to offset these there were some which were seen in Chicago only. It is claimed that the additions have more than made good the deficiency caused by those which did not go East for the second show.

New York is a lumber center quite different from Chicago; it is more in need of an exposition. Wood has not held its place there as it has in the western city. Ordinances have ruled it out of a number of places which it once held, and which it still ought to hold, and the times and the occasion are opportune for an exhibit of wood which will remove the unfounded and unreasonable prejudice which architects and owners in New York hold against wood as a finishing material.

GRAND CENTRAL PALACE, NEW YORK, HEADQUARTERS OF FOREST PRODUCTS EXPOSITION

### Convincing Argument

The displays of interior finish made by the hemlock and hardwood people from the Lake States; by the gum and oak manufacturers, as well as the other producers of hardwoods; the manufacturers of southern yellow pine, whether from Virginia and Carolina, or from the far South or Southwest; the northern white pine; the showing made by the California redwood producers and the manufacturers of Douglas fir and the Idaho pine; these exhibits have placed wood in a most favorable light in New York as an interior finish material.

There can be no doubt that the effort of the lumber manufacturers will produce results. It is too early yet to quote figures, but not too early to venture a prophecy concerning the results.

### Additions

Among the exhibits on show in New York which were not seen in Chicago are the following:

American Saw Mill Machinery Company.
The Estate of William S. Doig.
Lumber, Tie, and Timber Vulcanizing Company.
Mossman Wood Turning Company.
Newman Clock Company.
Northern Lumber Company.
Philadelphia Wholesale Lumber Dealers' Association.
Royner & Parker.
Seattle Cedar Lumber Manufacturing Company.
Stevens-Eaton Company.

### Official Headquarters

As far as there were official headquarters outside of the exposition building itself in New York, the Vanderbilt hotel, Park avenue and Thirty-fourth street was selected.

Some of the exhibitors in New York went to the trouble to advertise in the trade papers, in advance of the opening, thus calling attention of customers and prospective customers to what would be shown. That was done in a particularly prominent way by the North Carolina Pine Association, the Idaho white pine manufacturers, the Stevens-Eaton Ccompany, the Philadelphia lumbermen, and the California redwood dealers.

It was likewise advertised in the trade press that a certain number of tickets were available for distribution to interested parties who might apply for them. That ought to help swell the attendance.

### New Materials Shown

In some instances exhibitors who appeared both in Chicago and New York had a new and fresh exhibit in the latter city, it being considered easier and more desirable to install a new one than to take the old. That was notably the case with Northern Hemlock and Hardwood Manufacturers' Association. The bungalow which was so favorably commented upon in Chicago was not removed to New York, but was sold as it stood in the Coliseum, and a new building, an exact duplicate, was erected in the Grand Central Palace. The first was not built with the purpose of moving it, and it was necessary to leave it behind. Most of the bungalows and other buildings were built in sections and were taken apart, packed, and shipped without injury to the parts. That this is feasible was demonstrated in the case of one of the yellow pine cabins which was serving for the thirty-third time in the Coliseum, and when it was set up the thirty-fourth time it was as fresh as at first.

### The Panama Canal

The pains taken by the lumbermen from the Pacific coast to present their products in the most favorable light in New York were doubtless due to expectations of trade with the opening of the Panama canal a few weeks hence. New York and the northern part of the Atlantic coast are in the field where the western lumbermen expect to develop trade.

There ought to be opportunities in that region to enlarge the market for all kinds of forest products, and in view of the fine showing made along all lines, this should result immediately.

It is too early yet to form judgment as to the attendance in New York. In view of the advertising which Chicago gave the exposition, New York should succeed in drawing an even larger attendance than was recorded in the Coliseum. This does not take into consideration the fact that New York and the various suburbs contain a slightly larger population than was within easy distance of the exposition in Chicago.

## Injury to Saw Operator

Where an operator of a circular ripsaw, by working at the machine for several months, had acquired better means of knowledge than his employer as to its condition, the employer was not liable for injury sustained by the operator, through unexplained failure of the saw to work properly at the time of the accident. (Michigan Supreme Court, Dombrowski vs. Roe-Stephens Manufacturing Company, 146 Northwestern Reporter 666.)

# The Lumbermen's Round Table

### SIDE LIGHTS ON DISCOUNTS

[illegible] recently caused attention to the fact that [illegible] is making something over [illegible] on the money that are tendered him in payment of invoices in lieu of the cash.

"If the customer had decided to pay cash in ten days from the arrival of the car," he pointed out, "he would have taken off two per cent. When he sends me his 90-day note, however, taking advantage of the full time limit, I can take it to the bank and discount it at the regular rate of 6 per cent per annum, or one and one-half per cent for three months. That makes a net profit to me on the transaction of one-half of one per cent."

He admitted, however, that he would much rather have the cash than the note, for the reason that no matter how gilt-edged a concern may be, there is no telling what may happen in ninety days, and a note that looks like United States currency today may appear very undesirable three months hence. But at the same time it is well to have the other fact in mind, if only for the purpose of emphasizing to the customer the desirability of taking the discount.

### THE END OF THE LIMIT

Stretching of accounts and trade customs in the matter of credit, a hardwood concern recently ran across a Tartar who was blessed both with unlimited gall and a sublime sense of his own worthiness.

He failed to settle in any form for his lumber until the ninety-day limit was up; and then he tendered in payment a note due in ninety days, but bearing no interest. In other words, after taking the full time allowed in which to pay the face of the invoice, he demanded ninety days more without any charge. The interest on the money for that period was a mere matter of $18, or 1½ per cent of $1,200, the value of two cars of hardwoods. The buyer didn't seem to think that there was any reason why he should not have this little gratuity; or, to put it differently, he appeared to believe that the lumberman, for the sake of dealing with him, ought to be willing to act as his banker without money and without price.

For the good of the trade, it is well to know that this concern had gumption enough not to stand for this kind of graft; and promptly returned the notes, insisting on getting paper which provided for interest at the rate of six per cent.

### BE FRIENDLY WITH YOUR BANKER

How well do you know your banker?

He may be a hard man to get money out of, and you may think that his rules and regulations are stricter than necessary; but it's best to know him well, to have his good-will, and to advise him as to the condition of your business.

The reason is that the banker who is familiar with your situation is much more likely to go the limit in time of need than the concern which is extending accommodations merely as a matter of business. There is something more than business to be considered, and the value of a little sentiment now and then has frequently been demonstrated.

There was once a big and powerful concern—whether it was in the lumber business or not it is unnecessary to say—which concluded that its business was so large that there was no use giving it to the local banks, who charged 6 per cent interest, rain or shine; so, money being easy, their account went to the big centers, where a nice little saving was made by buying the use of all the money needed at 4 per cent.

There came a spell of rough weather for everybody in the financial world, however, and this concern was called on to liquidate its obligations. It asked for renewals, more time, in the free and easy way it had been accustomed to do at home; but the big banks, [illegible] at the result was that the concern was sold out, lock, stock and barrel.

Wherefore, make your banker your friend.

### HOW CLOSELY DO YOU READ?

The trade journals are constantly full of a varied and accurate mass of information which every lumberman can use in his business. The chief question of interest is, how many lumbermen actually do make use of it, or read their papers closely enough even to have any adequate idea of the fact that the information is there, and may be had on demand?

This point was suggested recently by a discussion which came up in a group of hardwood manufacturers regarding a certain feature of sawmill operation. Everybody had an idea on the subject, but few could say anything definitely. As a matter of fact, however, this uncertainty was unnecessary, for the reason that a recent issue of HARDWOOD RECORD had covered the whole question thoroughly, accurately and statistically.

These lumbermen all get and read HARDWOOD RECORD; but that they don't study it the way they should is evident.

### HOW MUCH MORE FOR DRYING?

In figuring the cost of drying lumber, which has to be done frequently by the lumberman who has a customer who requires the stock to be kiln-dried before delivery, it is well to remember that there is not only likely to be a loss of grade, which can usually be protected by having the lumber inspected and certified before being put in the kiln; but an actual loss of measurement, which should be provided for in the price quoted.

Just how much this shrinkage amounts to depends, of course, on the character and age of the stock. Oak, on an average, will lose from 2½ to 3 per cent in the kiln, while one case recorded not long ago involved a loss of 96 feet on a lot of 2,117 feet of plain oak, the shrinkage here being 4½ per cent. The lumber had been left in the kiln longer than usual, however, so that this is probably the reason for the apparently excessive shrinkage.

But it is certainly plain that the hardwood man who expects to make money on a shipment of this kind should make a due allowance for the loss of measurement which will be suffered in the kiln, a loss which cannot be offset merely by protecting the grade through certification.

### ANOTHER MEASUREMENT KINK

Another little point involved in the measurement of lumber which is often overlooked is that the loss involved in "calling back" boards which are under the mark is much greater than would be supposed at a casual glance. Occasionally a customer who insists that he cannot use lumber unless it is the full width called for gets the concession of having the stock measured on the basis noted, so that if the board is over 6 inches wide, but under seven, it is measured as 6. Ordinarily, of course, there is an even break between the lumberman and the customer in measuring, as a board which is over 6 but under 6½ is measured as 6 inches wide, while over 6½ it is called up to 7.

That there would be a considerable loss in measurement resulting from the agreement to "call back" everything under the full width is plain; but that it is as great as it has turned out to be where careful check has been made of the tally is not generally supposed. One hardwood man who tried the experiment reported recently that the loss was close to ten per cent.

If this seems high to the reader, it may be added that this particular lot of stock happened to be quartered oak, which runs narrower than plain, resulting in a greater number of pieces and consequently greater opportunity for loss. But even in plain oak it runs high, and the man who sells on the basis indicated would do well to add a liberal margin to the regular price in order to avoid loss.

# Problem of the Wholesale Yard

The rehandler of hardwoods hasn't the easiest line of work in the world, from the standpoint of making money, which is the standpoint from which it is proper to judge a business. It is well enough to say that the wholesaler is economically necessary, that he supplies a service to the consumer and the small manufacturer by taking the product of the latter and assorting it so as to give the factory man what he wants; but unless the rehandler makes something on the operation, all the economic justification in the world is not going to make him feel much better.

The growth of big mill operations in the hardwood business, and the increased business done direct by the manufacturers are having their effect on the yard man. They are necessarily limiting the scope of his operations. The fact that many concerns which both make and buy hardwood lumber have established yards at points favorable to the consuming trade also gives them an advantage over the concern operating but a single yard.

The wholesaler who handles the output of the small country mills is up against it in a good many other ways. In the first place, he is practically the banker of the millman, advancing money on lumber as soon as it is put in the pile, and thus making his investment in the stock months before he can realize on it by making a shipment to his customers. The theory of jobbing lumber includes losing no time or money through having to dry lumber, but in practice the wholesaler handles so much green stock that the cost of drying, both in time and otherwise, is considerable.

Right along this line is a point which has not been given much attention heretofore. That is the discount which should be made when lumber is bought green. Figuring the added freight which must be paid on green stock, and the interest on the money tied up while the lumber is drying, it is obvious that there is a considerable difference in value. Just how much, depends on the age and thickness of the lumber, but it goes without saying that the rehandler ought to observe a differential, and not pay so much for green lumber as for dry, which can be reshipped without rehandling, if desirable, and need not be left on sticks for a period after being brought into the yard of the wholesaler.

The basis of the wholesaler's advantage is supposed to be the fact that he takes the entire output of the small mill, and thus can get a lower price than if the millman had a carload of each thickness and grade to ship. This is, of course, where the service of the yard comes in. Such a condition makes the rehandler a necessary part of the business. It is not all a one-sided affair, however, and it is not entirely an advantage to the rehandler to take all of the lumber a country mill may turn out.

For instance, think of the mess of stock which comes into a yard having this arrangement. Not only oak, chestnut, ash, poplar and other staples, but basswood, buckeye and the other hardwoods which are not in general demand. This lumber may be taken on an equitable basis as to price, but it puts it up to the dealer to find a market for a good many kinds of wood which he would not put in stock of his own volition. Some of this lumber is similar in qualities, texture and other factors to staple stock, and can be substituted for it occasionally; but as a general rule it must be worked off by itself.

Even in connection with stock which is staple, the amounts received from any one manufacturer are so small that it takes a long while to accumulate a carload, even though the wholesaler may be buying from a large number of mills. The millman in the country cuts up his stock without much regard to market conditions, and produces about as many different thicknesses as are suggested by the condition of the logs. That means that the wholesaler who is receiving the stock usually has a lot of odds and ends of lumber, which he must carry until he can get enough to make up a carload.

That this is the case even in the big yard is generally admitted. In the smaller yards, with limited buying power, the condition is still more in evidence, and the stock-sheets of such concerns show dozens of items which are held in less than carload lots, and which consequently are hard to move. By the time the cost of carrying this stock on the yard is figured, the possible profits of the lumberman have dwindled considerably, even though he took the stock from the country manufacturer on a price basis which appeared to be satisfactory.

There is, of course, one alternative to holding the stock waiting for a carload, and that is to go after orders for mixed cars. Considering the opportunities in this direction, it is strange that it is not made more of by the rehandlers of hardwoods. There are many planing mills, furniture factories and other woodworking plants which use a wide variety of stock. They do not care to buy a carload of one particular item, and it is an advantage to them to be able to get in a single shipment a few thousand feet of several kinds and thicknesses and grades, which will enable them to carry on their operations with a smaller investment in stock and with the same advantage as though a carload of each had been purchased.

If the manufacturer can crowd the relatively small rehandler out of the market when it comes to soliciting the trade of the important factory operator, there is no reason why the jobber should not turn the tables in the case of the small consumer, by showing him the advantage of buying in mixed cars from a concern which specializes in that kind of business. Careful study of the necessities of consumers of this kind, and real effort to take care of them, would soon give the jobber a strong hold on the business, and would show the buyer the advantage of being able to get just as much or as little of any one or a number of items from the rehandler.

Such business might be scorned by the manufacturer who has a tremendous stock, from which he can fill carload orders without difficulty; but it would be welcomed by the rehandler, who would find in this business the complement of his own.

It seems as if some of the members of the wholesale trade overlook the disadvantage of carrying rag-tag and bobtail stocks, judging from the conditions in which their yards are usually found. They have dozens of items of the kind suggested, ranging in quantity from a few hundred to a few thousand feet. If these concerns received an inquiry for lumber, and had to rely on their broken stocks to take care of the business, they would be unable to quote. Consequently it is obviously up to them to go after the smaller trade, which in the aggregate is just as important and just as desirable as that of the big concerns.

There is another advantage in dealing with the factories whose consumption is small, and consists of a large number of different items but not much of any one, and that is that the competition for its trade is not so keen. The big factory which announces that it is in the market for 100,000 feet of No. 1 common plain white oak has no difficulty getting plenty of quotations, and it is fair to assume that the buyer gets about as low a price as the market affords, and that the seller doesn't make too much profit on the business.

But the consumer who timidly sends out a letter of inquiry asking if there is a hardwood man who will be good enough to consider loading a car containing 2,000 feet of 5-4 quartered white oak, 2,500 feet of 5-4 plain white oak, 500 feet of quartered white oak strips, 2½" to 5½" wide; a little dab of poplar, a jag of chestnut, and so forth, really wants the lumber and is willing to pay a good price for it. His inquiry isn't answered by a lot of houses which figure that there isn't enough in it to justify fooling with such unimportant business; but the jobber whose yard contains a lot of odds and ends of that kind ought to make a big play to this consumer and go after his business strong enough to insure getting all of it he possibly can.

The jobber who doesn't realize that it is a distinct disadvantage to have small lots of a great many items is the exception; but the man who takes pains to work out a selling system which considers this condition and undertakes to remedy it by going after the trade of the consumer whose needs are adapted to that kind of stock, is likewise an exception. It is time the rehandler got busy on the problem of moving this lumber, getting a proper turnover on his capital and increasing his sales to a considerable degree without having to increase the investment in the business. All of this will result from proper attention to the plans mentioned.

G. D. C., Jr.

# Another Kind of Mill Insurance

[illegible] operation of such mills that is quite different from that involved in the manufacture of hardwoods in the old-fashioned plant.

The sawmill man of the old type put up a mill which, while solid and substantial, was not intended to be absolutely permanent. When he finished sawing out a particular lot of timber, he could dismantle his machinery without much trouble and ship it to a new point, leaving behind him a building which represented a very small investment, compared with the total value of the product which it had turned out. He could afford to charge it off his books entirely, provided he kept books and had an expert accountant to tell him just how the thing ought to be handled in black and white.

Today, to borrow the well-worn phrase of the cypress men, the hardwood manufacturer builds for keeps. There are numerous sawmills involving an investment of from $150,000 to $250,000—quite a pile of money, if one stops to examine the matter. They are handsome buildings, with reinforced concrete floors and walls, brick curtain walls, perhaps, and fireproof, massive, permanent material everywhere in evidence. The machinery is installed in concrete, which makes an excellent foundation, though hardly one adapted for a machine which the owner expectes to move about with him from time to time. Decidedly, the concrete mill with all its equipment is meant to stay where it is put.

Many concerns with mills of this kind carry no fire insurance, figuring the mill to be proof against flames, by reason of the kind of construction, and having their lumber yards sufficiently distant to be out of harm's way. But there is another kind of insurance for the mill which is even more necessary than indemnity in case of fire loss, which is more or less remote in a case like that suggested: it is insurance against lack of timber on which to operate.

If the mill is established permanently, and cannot be moved, the timber must be brought to it, for it obviously cannot be moved to the timber. Does the owner of such a mill have insurance, as well as assurance, that he will have a continuous and permanent supply of timber, with which to keep his costly mill running at full efficiency, which means at capacity, for enough years in the future to enable the big investment to be gradually charged off? He needs something more than the owner of the mill which is in a shack of more or less modified form from the temporary, hastily thrown-together quarters where the little country mill of olden days operated.

It may be thought that the suggestion that a mill would be put in operation on an investment basis of the kind noted, without having plenty of timber, is a bit wild-eyed; but occasionally an example, of the truth-stranger-than-fiction kind, bobs up to suggest that human beings are definitely limited in their capacities, and that the power to see ahead is given only to few. Here is an instance which may be illuminating:

This particular mill cost its owners about $150,000, complete. About $50,000 more was spent in building lines of railroad into the timber which the company had bought in the southern state where it was operating. That was a right tidy little sum of money to put into a sawmill property; but the company is big and strong, and it was assumed that it knew what it was about.

It had a good deal of hardwood timber to start with, and there was plenty more available, members of the concern said. So the mill started cutting, and made a fine showing, both in production, and as it happened, in the quality of the timber cut. It was all big, clear stock, and the percentage of good lumber turned out was unusually high.

Just about the time the operation got well under way, the superintendent wrote in to headquarters, suggesting that the company [illegible] property, so as to have an anchor to leeward, and to insure the profitable operation of the plant after the timber already purchased was used up.

For some reason or other, the company did not take any steps immediately to carry out its plans along the lines indicated. The head of the concern was going to Europe for a few months' pleasure trip, and he probably concluded that the timber he wanted would be there when he got back. At any rate, the superintendent's letter was acknowledged, and that was about all.

When the owner of the plant got back, he received further advice on the subject, to the effect that rumors had been in circulation of new mills to be established near them. That pointed out the necessity for immediate action, so the timber buyer of the company, who was expert both in appraising the value of a tract of hardwood, and also in getting said tract at a reasonable price from its lawful owner, was sent post-haste to the mill country to close up for the adjoining property.

He came back in a few days, and walked into the office of the head of the company with a doleful expression on his face.

"What's the matter?" inquired the lumberman, jocularly. "Did they try to hold us up on that other timber?"

"Worse than that," replied the timber buyer. "They won't even take the trouble to hold us up."

"What do you mean?" he was asked.

"To say it quickly," he replied, "we seem to be well bottled up. The Smithers Cooperage Company has bought 40,000 acres of timber just east of us, and extending beyond us in each direction; and the Northern Hardwood Company, a new concern which has just been organized, has taken in 75,000 acres which adjoins the other tract at both ends. Our holdings are now right in the center of theirs, and we're absolutely cut off."

Things happened pretty rapidly after that. The owner of the expensive sawmill got on the train and spent his own valuable time in going over the situation. He found that what his buyer had told him was true—that while his company had rested on its oars, his competitors had been busy buying timber, and that he was as tightly bottled up as a Mexican president in the midst of a particularly busy band of rebels.

He tried to buy part of the holdings of the other companies, but they were already busy erecting their own plants, and could spare none of their timber they said. They even refused to give their consent to the construction of the railroad of the other concern into timberland on the other side of theirs, holding, quite properly, perhaps, that it would not be good policy to make such an arrangement.

The big mill continued to saw lumber, and it lasted about as long as had been figured. The day came, however, when the last log was cut up, and as soon as the lumber was put on sticks the career of the mill was ended. It was closed down "for repairs," and though the owners of the plant have been cudgeling their brains for some time to find a way to get their money out of that proposition, they have not yet succeeded.

Recently, however, they made a deal with another concern some distance away, to buy its timber. The other company, however, had a mill of its own, and this also had to be bought and paid for. The question now is whether the new owners will manufacture the lumber in the newly acquired plant, or, in order to save their faces, ship the logs to the old, expensive mill and give it a chance to earn its salt and pay interest on the investment which has been made in it. Either way, however, it appears to be a losing venture; and it seems to be as hard to unlock an investment of capital unfortunately made, as in this case, as it is to unscramble the famous eggs of politics.

Perhaps this example is of an isolated type which has few companion-pieces; but at all events it seems to prove the point that mill insurance of this kind is desirable, if not absolutely necessary.

# The Mail Bag

Any reader of HARDWOOD RECORD desiring to communicate with any of the inquirers listed in this section can have the addresses on written request to the Mail Bag Department, HARDWOOD RECORD, 537 South Dearborn Street, Chicago, and referring to the number at the head of each letter and enclosing a self-addressed stamped envelope.

### B 735—Wants Market for 5/4" Quartered Sycamore

Nashville, Tenn., May 18.—Editor Hardwood Record: Can you furnish us the names of firms buying 5/4" quartered sycamore? We can furnish considerable of this stock and are anxious to get in touch with one or two good connections.

This concern is in a position to supply a considerable quantity of this line of stock. Parties wishing to secure the name can do so by writing HARDWOOD RECORD.—EDITOR.

### B 736—Wants Oak and Ash Wagon Stock

Brooklyn, N. Y., May 21.—Editor Hardwood Record: We would be pleased to become acquainted with some millmen who cut oak and ash truck and coach poles, sawed felloes, eveners, bars, rungs, whiffletrees, etc., for wagons, trucks and automobile use. Anything that you can do to bring the millmen and myself in communication will be highly appreciated.

Those interested in the above inquiry can have the name and address on application to this office.—EDITOR.

### B 739—Wants 5/4" No. 3 Common Poplar

Dayton, O., May 19.—Editor HARDWOOD RECORD: We understand you have a column in which you advertise the wants of customers. You may say that we want a few cars of 5/4" No. 3 common poplar.

The writer of this letter is a reputable concern manufacturing products from hardwood lumber. Anyone interested should write HARDWOOD RECORD.—EDITOR.

### B 738—Wants Name of Export Houses who Handle Dogwood and Persimmon Shuttle Blocks

Tullahoma, Tenn., May 16.—Editor HARDWOOD RECORD: Will you please furnish us the names of one or two export houses that would likely be in the market for dogwood and persimmon shuttle blocks?

This concern has been given the names of a few people who will probably be interested in what it offers. Others desiring the name and address should write HARDWOOD RECORD.—EDITOR.

# Clubs and Associations

### Annual Meeting of Southern Cypress Association June 10

The Southern Cypress Manufacturers' Association announces that the annual meeting will convene at the Grunwald hotel, New Orleans, at 10:30 a. m. on Wednesday, June 10. It is already evident that this will be one of the most important meetings ever held by the association. A large budget of new business, which should be of extreme interest to all manufacturers of cypress, will be presented and a full attendance, therefore, requested. Frederick Wilbert is president of the association and George E. Watson secretary.

### Provision for Rates to Buffalo Meeting

Secretary Fish of the National Hardwood Lumber Association states that provision has been made for low rates to Buffalo on return trip basis for the seventeenth annual convention which will be held June 18-19.

The New York Central Lines have arranged to run a special train from Chicago to Buffalo over the Michigan Central Railroad. This train will leave Chicago from the Twelfth street station at 5:40 p. m. Wednesday, June 17, arriving at Buffalo the following morning at 7:15. Train will consist of a buffet car, dining cars, necessary number of modern sleepers, including observation car. The regular one way fare from Chicago to Buffalo on the Michigan Central is $12.00, but during the period of the convention round trip tickets good for thirty days will be on sale, from Chicago and other western points to Buffalo, at greatly reduced rates. Round trip from Chicago will be $19.00. These tickets are also good for return by boat via Cleveland and Detroit for those wishing to return that way.

The Michigan Central will also issue round trip tickets from various eastern points, including New York, Boston and other points. These round trip tickets are good for stop overs at Buffalo and other points. Pullman fare between Buffalo and Chicago is $3.00.

Thus far elaborate arrangements are being made to take advantage of this special train. A large delegation of hardwood men will come on from Memphis in two or three special cars, which will be switched onto the Buffalo special. Chicago will be the gathering place for attendants at the convention for miles around. It is expected that this special train will be made up of a considerable number of well filled cars.

### Outing of Grand Rapids Lumbermen

The regular annual meeting of the Grand Rapids Lumbermen's Association will be held at the Kent Country Club on Tuesday evening, May 26, 1914. Aside from the election of officers, the meeting promises to be one of the big events of the season. An invitation which has been mailed to the members requests not only the attendance of every member of the association but also "their wives, sweethearts, the traveling men, the office girls, and the boys."

Secretary A. M. Manning expects the largest gathering ever held by the association.

### The Lumbermen's Outing Week

The lumbermen of Winnipeg are making strenuous efforts, with every indication of success, to make the 1914 annual the focus or rallying point for all lumbermen as well as Hoo-Hoo during the week Sept. 7 to 13 next.

A "ten-strike" was certainly made when the "Fort Garry"—the new Grand Trunk Pacific palace hotel—was secured as headquarters for various functions, which include two or three banquets, a ball and soiree, as well as the various business sessions. This hotel is the last word in building construction, the largest building in Winnipeg and contains 400 rooms.

A number of side-trips for fishing, boating, etc., are being planned, notably one to Minaki, the home of the muskellonge and sturgeon, and to Fort Frances, the land of the big moose, both situated near Winnipeg.

To show that this annual outing is to be a big thing, several large companies with international reputations in the lumber world have donated thousands of beautiful badges, pennants, and hats to be given to all who attend. No annual ever held has done as much, which says a great deal.

There will be two special cars from Portland, Seattle, and Sound cities and three or four special cars with British Columbia lumbermen, with their wives, who will visit Winnipeg for this occasion.

Everyone interested is invited. Free booklets can be had by addressing the Publicity Committee, 309 Donalda block, Winnipeg, Man.

### National Lumber Manufacturers at San Francisco in 1915

That the lumbermen of the United States will hold their 1915 convention at the Panama-Pacific International Exposition was the news flashed to exposition officials from Chicago on May 6 during the convention of the National Lumber Manufacturers' Association. That the gathering at San Francisco will be all-inclusive is indicated by the fact that the National association includes the eleven great affiliated organizations of lumbermen representing every phase of the industry. These are: The Hardwood Manufacturers' Association of the U. S., the West Coast Lumber Manufacturers' Association, the Western Pine Manufacturers' Association of which George X. Wending of San Francisco is one of the governors, the Yellow Pine Manufacturers' Association, the Northern Pine Manufacturers' Association, the Northern Hemlock and Hardwood Manufacturers' Association, the Michigan Hardwood Manufacturers' Association, the Southern Cypress Manufacturers' Association, the North Carolina Pine Association, and the Georgia-Florida Saw Mill Association, all of which will be represented at the exposition.

In addition to the lumbermen's congress, there will be a national exhibit of lumber and manufactured lumber products, consisting largely of the traveling Forest Products Exposition, which after being displayed in various eastern cities will be housed in the exposition palaces.

In addition to this comprehensive exhibit and congress will be the convention and varied lumber exhibit of the Concatenated Order of Hoo-Hoo, a lumbermen's association with 150,000 representatives in fifteen countries, represented in San Francisco by Frank W. Trower, its High Priest of Osiris. The Hoo-Hoos are planning to erect a unique lumbermen's building at a cost of $50,000 to house their exhibits of lumber products, and as social headquarters for lumbermen generally.

### Hoo-Hoo Concatenation at Buffalo

Buffalo was for a while going a trifle slow on the Hoo-Hoo pilgrimage, but the old swinging gait appears to have been regained, so that the concatenation held on May 14 by Vicegerent John A. Murphy was a decided success. The commodious hall of the Eagles resounded with the enticing cry of the Black Cat and ten fine kittens responded with purrs of satisfaction.

Following is the list of new members received: Harry L. Abbott, Buffalo representative of the Atlantic Lumber Company; William P. Miller of Miller, Sturm & Miller; Edwin M. Robbins, head of the Robbins Veneer and Lumber Company; Albert G. Herron and Alvah A. Adamy of the Yale Timber and Lumber Company; Henry H. Orr, Arthur L. Miller and Charles

### Proposed Furniture Confederation

Manufacturers' Cost Club, and opera and Church Seating Manufacturers.

Chicago Furniture Manufacturers' Association, represented by P. D.

In addition to the officers of the association named above, a large number of members from different parts of the country were in attendance. Four hundred furniture manufacturers were represented at the meeting, either in person or by accredited delegates.

The purpose of the meeting was announced as a "congress of all furniture manufacturers to consider the means employed by each line and the results obtained; to consider ways and means to federate all furniture lines under [illegible] promoted, with minimum effort and expense and maximum uniform results."

When the manufacturers assembled in the Florentine room of the Congress hotel, a number of addresses were listened to. "Grading of Hardwood Lumber" was presented for discussion by George A. Buckstaff, Oshkosh, Wis., who compared the grading rules of 1912 with those for 1913.

"What has been accomplished by association costing?" was asked by A. O. Foster, Utica, N. Y., who gave an exposition of the work done and the results obtained, together with such forms as various associations are using in their work.

The chief business before the meeting was then entered upon by F. B. Smith, Detroit, Mich., in his discussion of the topic: "What can be accomplished by federating all efforts in cost accounting in the furniture industry."

A number of addresses followed, among them being, "Manufacturers' Protective Association," by Charles R. Sligh, Grand Rapids, Mich.; "Freight Classification of Furniture," by C. F. E. Luce; and "Credit and Collections," by M. Wulpi. Mr. Sligh detailed the progress which had attended protective association work, and Mr. Wulpi showed how furniture is faring in the movement toward uniform freight classification.

A tentative organization was formed which, if the movement progresses as anticipated, will include all the associations; but the organization will go no farther until after the committee has investigated the whole subject and has filed a report indicating what action seems desirable.

A pleasant feature of the meeting was a banquet in the Gold room of the Congress hotel. In addition to the banquet proper, there were three addresses along the line of the associations' activities.

Forest Crissey, whose articles in the *Saturday Evening Post* during two or three years past have been read with great interest, spoke on the topic: "Team Work Between Associations." This was particularly appropriate in view of the work which the furniture people were undertaking to do.

Hal Smith, of Detroit, Mich., spoke of "Manufacturers' Liabilities and Cooperation."

"The Square Deal in Business" was the subject of an address by Milo D. Campbell, Ex-Commissioner of Insurance in Michigan.

No time was fixed for the committee on tentative organization to make its report on which the associations will act, but it is expected that they will [illegible]

### Meeting Philadelphia Lumbermen's Exchange

The Philadelphia Lumbermen's Exchange held its first monthly meeting under the new administration on May 5, President William H. Fritz in the chair. After the reading of the minutes of the previous meeting Samuel Roberts, chairman of the legislative committee, read his report of the work done by the committee, in which he referred to the various matters before the Chamber of Commerce, which were brought before his committee. It was the sense of this committee to oppose all legislation at this time, but in the matter of the bill for prevention of false statements through the mail with the purpose of fraudulently securing credit, the committee decided to uphold the Chamber of Commerce in that action. The exchange in resolution endorsed the committee's action. A communication from the Atlantic Deeper Waterways Association asking the exchange to write to the Pennsylvania senators to vote favorably for the [illegible] that the meetings of the exchange be held at 1:30 o'clock in the afternoon, November and February, when it will be preferable to hold them in the evening, following a supper to be served at 6:30 o'clock. The question of holding the meeting quarterly instead of monthly was left over for future consideration.

Frederick S. Underhill made a motion authorizing the legislative committee to attend a convention that has been called by many prominent men representing large investments in banking, railroads, shipping, manufacturing and other nation-wide enterprises to be held in Washington, D. C., on May 27 and 28, for the purpose of impressing upon the national administration the great harm that they predict will come to business should the extension of federal interference contemplated in proposed antitrade legislation be enacted. Mr. Underhill's motion was adopted.

R. B. Rayner and John W. Coles, selected by the Philadelphia Wholesale Lumber Dealers' Association as a committee to arrange for a Pennsylvania day at the Forest Products Exposition in New York, were also selected to represent the exchange and to urge that as many as possible [illegible] and the exhibits on May 28.

### Attendance at the Chicago Exposition

Secretary A. J. Rhodes of the Forest Products Exposition Company announces the following attendance at the respective days when the exposition was open at Chicago. The totals [illegible] and cash receipts. The summary is as follows:

| | |
|---|---|
| [illegible] evening, April 30 | 737 |
| Friday, May 1 | 2,067 |
| Saturday, May 2 | 2,040 |
| Sunday, May 3 | 2,860 |
| Monday, May 4 | 1,015 |
| Tuesday, May 5 | 1,888 |
| Wednesday, May 6 | 2,576 |
| Thursday, May 7 | 3,387 |
| Friday, May 8 | 6,846 |
| Saturday, May 9 | 6,944 |
| Total | 31,428 |

### Meeting of Memphis Lumbermen's Club

Final disposition of the rooms in the Business Men's Club, finished and furnished by the Lumbermen's Club of Memphis, yet remains to be made. F. E. Stonebraker, who was appointed to represent the Lumbermen's Club in a conference with officials of the Business Men's Club regarding joint employment of someone to take charge of these rooms, reported that this plan had been found impracticable. Upon the submission of this report, the subject was referred back to the board of directors, with power to act. These rooms are very handsome and it is expected that they will prove quite a valuable asset to the club when the necessary steps have been taken to make them attractive to visitors and useful to the members of the club. They are finished in paneling made from various hardwoods produced in this city and section, but at present they are being used very little, and contractors, architects, builders of homes and others are not deriving the educational value therefrom that was expected. As the club will hold only two or three more meetings before adjournment for the summer, it is likely that the board of directors will offer a final solution of the use to be made of these rooms in the very near future, as it is undesirable that this matter should go over until next fall.

R. C. Stimson, general manager of the Stimson Veneer and Lumber Company, North Memphis, was elected an active member at this meeting. The following applications were filed by the membership committee and reported for favorable action at the meeting two weeks hence: W. J. Pate, Arcola Hardwood Company, Arcola, Miss., associate; A. M. Roach, in the hardwood lumber business under his own name at Lexington, Miss., associate, and Frank Storton, Mossman Lumber Company, Memphis, active.

The committee in charge of arrangements for the trip to Buffalo to attend the annual of the National Hardwood Lumber Association requested that prompt notice be sent in by all those intending to go in order that the necessary sleeping car facilities may be arranged. The Memphis delegation will leave Memphis in special sleepers over the Illinois Central and will join the Chicago and other delegations leaving over the special train on the Lake Shore line. The Memphis delegation, according to the preliminary reports, will be quite large, as there is a big membership here in the National association.

There were about fifty-five members and visitors present at this meeting, which was held at the Hotel Gayoso, Saturday, May 16. The usual luncheon was served and was thoroughly enjoyed. J. D. Allen, Jr., was in the chair.

### New Quarters for the Lumbermen's Club

Arrangements have been completed for the lease of new and commodious quarters for the Lumbermen's Club of Chicago in the Lumber Exchange building to be erected and ready for occupancy by May 1, 1915. The quar-

ters will be located on the fourth floor and will include about 7,000 square feet of space. The fittings and arrangements will insure convenience and elegance. One of the innovations to make its appearance in the restaurant will be the no-tip policy. The club will be splendidly located, and will have quarters ample for a larger membership than it now has, and a campaign to secure new members will be soon undertaken. The total membership is now 360, but nearly half of these live out of town and visit the headquarters only occasionally.

### Philadelphia Golfers in Meet

The Philadelphia Lumbermen's Golf Club held its second tournament of the season on the links of the Old York Road Country Club, Jenkintown, Pa., on May 14, under auspicious skies and on grounds in excellent condition. Six four-somes, two three-somes, and one two-some—total thirty-two players—entered with keen athletic zeal into the sport. The course was new to the majority of the players, and of the various hazards encountered the "island hole" was the most tantalizing, as only the cunning manipulation of the driver and the skilled measure of distances could place the ball in this circular green, surrounded by water, without endangering his total score; a mishap which generally brings forth a volley of "blue-streak" invectives for such bad luck. Notwithstanding the obstacles on which the players had not reckoned, the averages as a whole were very fair and the winners of the prizes have no reason to be ashamed of their showing on such difficult territory. Frank E. Schofield and William H. Fritz tied the lead at a 79 net score. A golfers' raincoat fell to Schofield as first prize. Mr. Fritz received a "grassee" as second choice. Eugene W. Fry and F. A. Benson, who tied with an 80 net score, decided to divide the next prize, a number of golf balls. At 7:15 p. m. a dinner was served in the club house, which would tickle the most epicurean palate, and which brought forth from the diners high praise for William Fenstere, the genial and efficient steward of the cafe. Following the dinner the meeting was called to order by Eugene W. Fry, president. After disposing of the usual transient business, the important question came up of changing the constitution of the club by altering Article III, "Membership," to read as follows:

SECTION I. Any male person of twenty-one years of age or over, actively engaged in the lumber business within a radius of fifty miles of Philadelphia, shall be eligible for election and membership in the club. The membership shall consist of playing members and non-playing members.

SECTION II. The number of playing members in the club shall be limited to fifty. However, should a non-playing member be automatically returned to playing membership, as hereinafter provided, the playing membership shall be temporarily increased, but in such event no new members shall be elected into the club until the playing membership shall be less than fifty in number.

SECTION III. Non-playing members may be elected from among the playing members in the following manner: Any member having failed to play in any of five consecutive meetings of the club may, at the request of at the discretion of the executive committee, be transferred from playing membership to non-playing membership, and member having been so transferred will upon his resumption of play be automatically returned to playing membership.

SECTION IV. Admission to active playing membership in the club shall be in the manner prescribed by its by-laws.

The change was unanimously adopted. A vote of thanks was then extended to H. Winfield Allen, a member of the club, to whom they were indebted for use of ground, also one to the Old York Country Club for courtesy extended. These were adopted and closed a most enjoyable day.

## With the Trade

### Big River Shipment Arrives

Lumbermen are assured by the Decatur Navigation Company, which has just completed a successful trip from Decatur, Ala., to Louisville, handling 650,000 feet of lumber from the H. H. Hitt Lumber Company of Decatur, to the W. P. Brown & Sons Lumber Company, that the service is to be continued indefinitely. The railroads, which have begun to "sit up and take notice" as the result of the successful competition of an all-water route, insist that the trip will not be repeated more than a few times, and that the navigation company, which is hauling lumber at six cents a hundred less than the railroad rate, will find that the expenses are greater than had been expected, and that the low rate will not produce sufficient revenue to make it a paying proposition. The navigation company has secured a big lot of return freight from shippers in Cincinnati, Evansville and Louisville, and with the aid of this business the traffic ought to be well worth while. The Louisville & Nashville, whose rate advance brought about the competition from this unexpected source, attempted to block the handling of the lumber at Louisville by refusing to switch cars from the Booker-Cecil Company's yard to the Brown yard, but finally did switch them on the advice of its counsel, who feared that adverse action might affect the company's case before the Interstate Commerce Commission, involving the switching rules of the road.

### Triangle Lumber Company in Difficulties

The hardwood mill of the Triangle Lumber Company at Clio, Ark., was destroyed by fire in the early morning of May 12. The loss sustained is estimated at $80,000. Only by hard work on the part of the volunteer fire department was the entire plant of the Triangle Lumber Company saved from destruction by the flames. The fire was first discovered after it had gained considerable headway in the hardwood mill, and its origin remains a mystery, though an investigation is being made by the officers of the company.

The mill has not been in operation since May 9, which fact made the fire all the more inexplicable.

The property of the Triangle Lumber Company, including the plant at Clio and several thousand acres of timberland, was recently ordered sold by the United States district court at this place to satisfy a mortgage for some $850,000 in favor of Chicago parties. The date fixed for the sale is June 10, and Durand Whipple of Little Rock is the master in chancery to conduct the sale.

Another complication in the Triangle Lumber Company's affairs is brought about by the petition for involuntary bankruptcy which was recently filed in the United States district court at this place. The Mercantile Trust Company of Little Rock was appointed receiver to take charge of the assets of the company. It is stated that the court will hear the petition to adjudge the lumber company a bankrupt on May 27. J. H. Allen of Pine Bluff, who has been actively connected with the Triangle Lumber Company for several years, states that the company is in a solvent condition and that all creditors' claims will be met in full.

### New Mill in Louisiana

Work is under way at Nieltonberg, La., clearing the site for a new mill to be erected at that place for sawing hardwood and cypress lumber. The enterprise is owned by the Cooper Lumber Company of Alexandria, La. The company is incorporated under the laws of Michigan for $100,000. A shingle and lath mill will also be installed. The machinery will be moved from Michigan. James Cooper is president, W. A. Brewer is vice-president, and Henry Wienstedt, secretary and treasurer. All of these gentlemen are residents of Saginaw, Mich. Mr. Cooper will make his home at Alexandria.

### Developments in the North

A staff representative of HARDWOOD RECORD sends in the following report:

I called on the trade in South Bend and while business was not rushing, the lumbermen were optimistic. C. C. Shafer had just returned from a southern trip and enthusiastically reported a bumper wheat crop in the South. He stated that the wheat would go to head the following week. "Our business is always healthy, though we can always take care of more orders. I notice some inclination to cut prices, especially on gum, and hope it will not become a reality. Trade should be good and if railroads are conceded their demands for a five per cent increase, they will make repairs on cars. I don't know what we will do this fall if we have large crops—the car shortage will be disastrous. Even if railroads start repairing their cars now, they will not be able to get them ready in time."

I had a very pleasant visit with W. L. Sanders of the Sanders & Egbert Company, operating hardwood mills at Goshen and South Bend. The yard was filled with fine logs. I noticed in particular a number of choice walnut and red and white oak logs. The mill, which cuts about 5,000,000 feet annually, is running full time. Mr. Sanders was busy and is not at all pessimistic. He believes the railroads should be conceded their demands, and if granted, busines will improve.

Mr. Hyde of the Hyde Lumber Company, South Bend, reports that the new mill at Lake Providence, La., will shortly be completed and cutting will begin about June 15. This mill is a large band and resaw and has about twenty years' cut ahead of it. The timber is red and white oak, ash, cypress, elm, gum and cottonwood. Mr. Hyde says that the company's mill at Arkansas City, Ark., was discontinued last month. The mill at Millikin, La., which cuts about 35,000 feet daily, has about six years' cut left.

Harry Schadt, the company's secretary and sales manager, isn't worrying very much about present conditions, proving the old saying that the fellow who hustles gets the business.

On my arrival at Kalamazoo, Mich., I found Mr. Shepardson, president of the W. E. Hill Company, extremely busy—moving. For many years the W. E. Hill Company has been making sawmill machinery in its present quarters and for some time has been handicapped because of cramped conditions. Several years ago the company purchased six acres on North Pitcher street and started building new quarters. The new home is now completed and awaits the installation of the machinery which is being moved. The buildings, which are of concrete construction, are four in number and will afford added convenience and facilities to turn out a larger volume of business. In fact, it will give the company a triple increased capacity. Railroad trackage connected with four railroads is another decided advantage. Mr. Shepardson states that there will be no delay in handling orders and that the works will go on with scarcely a day's interruption.

I was very much interested in the growth of the Clarage Foundry and Manufacturing Company of Kalamazoo. Fans and blower systems are its specialties. Mr. Clarage informed me that despite reported business depletion, his company was enjoying a rush of orders. Besides making extensive building additions the company is also housed in a beautiful new office building.

At Grand Rapids, Mich., business is quiet. Furniture factories are running on limited time and many of them would shut down entirely if their employes could be taken care of until conditions change.

The lumbermen are getting orders in small denominations and are

### J. F. Muller & Sohn Establish Office in New Orleans

and will represent Müllers in all their transactions in this country.

The American business of J. F. Müller & Sohn has been somewhat

firm handled sales of local brokers and buyers of various kinds of American forest products, but since that date the policy has been to handle also direct from the American exporters and producers. The main idea of the work will be firm sales, that is, they will solicit the inquiries of continental importing houses and place those orders with reliable American firms. In the meantime they are establishing themselves closely with a considerable line of prominent American manufacturers.

While this will be the main bulk of work, the firm will also accept consignments where such consignments are in keeping with the regular custom of business, as for instance in walnut, hickory and ash logs. In lumber, however, the work will be handled only by contract.

In addition to enlarging its scope of business in this way, J. F. Müller & Sohn have now provided for the handling of various other lines than those formerly handled, such as all kinds of hardwood lumber and cooperage stock, pitch pine, and various other forest products. In all its work the firm operates purely and entirely on a commission basis, never handling anything on its proper account.

J. F. Müller & Sohn have been established in Hamburg for more than a century, and as a result they are probably better established than anyone else to handle such goods. They have well equipped storage yards, and branch offices in Paris, Duesseldorf and Antwerp. On account of the extensive organization which they maintain, the firm is very closely in touch with the buying trade abroad and with market conditions; hence, is in position to advise its customers and those from whom it purchases regarding advisable sales and purchases. They are closely in touch with the trade throughout the entire continent. Furthermore, the plan of operating purely on a commission basis makes it probable that prices secured for imported stock are at all times favorable.

Walter Müller, one of the two partners, has been in this country since

### Returns to Old Firm

Minnesota, Iowa and northern Illinois. He will make his headquarters at 181 Twelfth street, Milwaukee, Wis.

Mr. Scherzinger spent four years as inspector for the company and for the past year has represented the Maxon Lumber Company of Milwaukee. His many friends wish him success in his new endeavor.

### Brenner Mill Begins Operations

new mill at that city in operation. The plant replaces one torn down last fall. It is the last word in single-band hardwood mill construction. Since being placed in operation it has fulfilled all the expectations of Mr. Brenner and associates in the quantity and quality of production.

### Marathon Lumber Company's New Mill

The Marathon Lumber Company has under construction at Laurel, Miss., a large mill, which when completed will be a notable addition to the lumber industry in its section. The up-to-date character of this mill's equipment is well indicated by the arrangements made for the drying of its product. It will have a battery of seven moist-air kilns, each 101x20 feet, furnished by the Standard Dry Kiln Company of Indianapolis. These kilns are the last word in type and construction, embodying every modern improvement, including "The Standard" steel post foundation, door carriers, etc.

The Marathon Lumber Company, it is understood, is controlled by the same interests as the Wausau Southern Lumber Company of Laurel. The selection of "The Standard" kiln for the new Marathon plant came as a result of the thorough test given this make of kiln at the Wausau company's mill, where five "Standard" kilns were installed two years ago. A year later two more of the same kilns were added. The seven kilns now to be installed at the new plant will give these two mills a combined battery of fourteen "Standard" kilns.

### A Disastrous Fire

Tons of new office partitions veneered with Circassian walnut and mahogany valued at several thousand dollars were ruined by water on the afternoon of May 13 when the shops of the Francis D. Kramer Company of Philadelphia, Pa., were destroyed by fire. The building was a three-story stone structure and in it were located lathes, planers and other woodworking machinery. The shops had been closed at noon and the fire occurred after the closing hours. Most of the woodwork was ruined by water.

### Will Wholesale Lumber

The Skeele-Roedter Lumber Company has been organized with offices at 1100 Fisher building, Chicago, and will sell lumber at wholesale and on the commission basis. Edward E. Skeele is president and F. W. Roedter, secre-

H. F. GLAESER, IN CHARGE OF THE NEW ORLEANS OFFICE OF J. F. MULLER & SOHN, HAMBURG, GERMANY

OTTO C. SCHERZINGER, TO TRAVEL NORTHERN STATES FOR TURTLE LAKE LUMBER COMPANY, GRAND RAPIDS, MICH.

EDWARD E. SKEELE, PRESIDENT OF THE NEWLY-ORGANIZED SKEELE-ROEDTER LUMBER COMPANY, CHICAGO

tary. Both of these gentlemen are well known to the lumber dealers of Chicago and vicinity, and have had much experience in the line of their present work. Mr. Skeele will give his personal attention to buying and selling. Mr. Roedter was formerly with the Cole & Glass Manufacturing Company of St. Louis, Mo., but for several years past he was with the Estabrook-Skeele Lumber Company of Chicago. He has been in the lumber business or engaged in the manufacturing end of it all his life.

### Built First Steam Sawmill in Texas

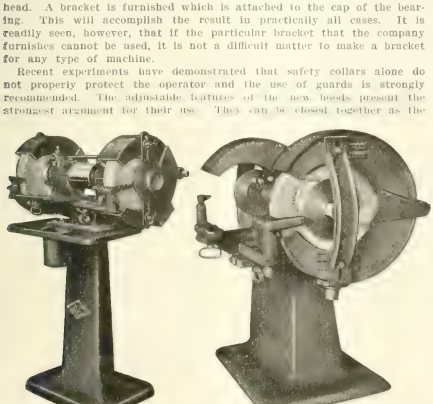
John A. Sternenberg died on May 2 at Houston, Tex., at the age of seventy-seven. He was known as the builder of the first steam sawmill in Texas. It was located in Austin county. He was a native of Germany, and came to Texas at the age of twelve and spent the remainder of his life in the state. He acquired large holdings in the vicinity of Beaumont. He was a member of the Olive-Sternenberg Lumber Company.

### New Adjustable Protection and Exhaust Hoods

In this connection are shown illustrations of new adjustable protection hoods designed by the Valley City Machine Works, Grand Rapids, Mich., for protection in operating grinding machines. This company has applied for patent on these hoods, which have recently been perfected.

While primarily designed for use in connection with Valley City machines, this hood is applicable to almost any type of grinder head. The illustration of the No. 12 machine equipped with these new hoods demonstrates the manner of attachment to any foreign make of grinder head. A bracket is furnished which is attached to the cap of the bearing. This will accomplish the result in practically all cases. It is readily seen, however, that if the particular bracket that the company furnishes cannot be used, it is not a difficult matter to make a bracket for any type of machine.

Recent experiments have demonstrated that safety collars alone do not properly protect the operator and the use of guards is strongly recommended. The adjustable features of the new hoods present the strongest argument for their use. They can be closed together as the



NO. 12 VALLEY CITY GRINDING MACHINE EQUIPPED WITH ADJUSTABLE PROTECTION HOODS

NO. 24 VALLEY CITY GRINDING MACHINES EQUIPPED WITH NEW LY DESIGNED 24 INCH PROTECTION HOODS

wheel wears down and the whole hood can be adjusted horizontally in the rear so as to keep the face of the wheel constantly to the front and available.

These hoods also serve the purpose of exhaust hoods and can be equipped with the necessary flange for connection to the exhaust pipe. These exhaust connections are made large so as to conform to the regulations of recent state laws along these lines. If the exhaust openings are not desired the hoods can be furnished without them. However, unless specified to the contrary the regular equipment is with exhaust connections.

The hoods are designed to protect from seventy to seventy-five percent of the grinding wheel and it is noted that the side support guards the end of the arbor. This is a very strong feature because it frequently happens that the workmen's clothing is caught on the end of the spindle and serious injury results. The slots in the side supports are placed at an angle so that when the hood is closed around the wheel the support remains constantly over the end of the arbor.

This appliance is furnished in grey iron, malleable iron or crucible steel as desired. The thickness of the walls is ample for the size, varying from approximately ¾ inch in No. 6 to ½ inch in the No. 24.

### Louisiana Hardwood Mill Begins Operations

The new eighty-foot band mill of the Davis Brothers Lumber Company near Ansley, La., began operations about a week ago. The mill will have a daily cut of approximately 50,000 feet and is thoroughly equipped with every modern appliance conducive to the proper manufacture of hardwood lumber. The special feature is its exceptionally heavy equipment designed to cut long timbers.

The active organization is composed of W. H. Perkins, general manager, and J. W. O'Shaughnessey, sales manager. The plan is to dispose of the cut direct.

### Reports Organizing Chair Company

It is reported from Newago, Mich., that the Newago Chair Company of that place is organizing as the Hunt-Buse Manufacturing Company and has begun operations under the new incorporation. The plant of the Newago Chair Company has been idle for some time.

### Fire at Shelbyville, Tenn.

Fire occurred at four o'clock in the morning of May 13 at the sawmill and hoop factory of F. S. Landers of Shelbyville, Tenn. The total loss was about $3,500, against which there was insurance of only $1,300. Mr. Landers has been in the sawmill business for more than thirty years.

### Ransom-Compton

One of the most notable social events at Memphis in some time was the marriage of Miss Levin Coe Compton and Charles R. Ramson, which was solemnized at St. Mary's Wednesday evening, May 20. D. J. Craik Morris, dean of the cathedral, performed the ceremony. The church was beautifully decorated for the occasion. Herbert Esch presided at the organ. The bride was given away by her uncle, C. E. Coe, while the groom was attended by his brother, W. A. Ransom, as best man. C. B. Dudley of the Dudley Lumber Company was one of the ushers.

After the ceremony was performed the immediate relatives and the bridal party attended a reception at the home of the bride's mother, Mrs. J. M. Compton. A delightful menu was served.

Mr. and Mrs. Ransom left later for a bridal trip East. When they return (about the middle of June) they will be at home to their many friends at 1509 Goodbar place.

Mr. Ransom is secretary-treasurer of the Gayoso Lumber Company, and his bride is one of the social favorites in Memphis. A number of out of town guests were present, including Mr. and Mrs. J. A. Ransom of Murfreesboro, Tenn., parents of the groom.

### Sawmill Fires in April

The bulletin issued April 30 by the Lumbermen's Underwriting Alliance, Kansas City, Mo., showed a loss of $52,519. The three chief losses were those of Penrod-Jurden-McCowen Lumber Company, Brasfield, Ark., $21,714.29; Ocmulgee River Lumber Company, Lumber City, Ga., $16,000; and John L. Roper Lumber Company, Roper, N. C., $12,752.28. There were other sawmill and lumber yard fires in the country to the amount of $649,000, for which the alliance had no liability.

### New Process for Safeguarding Mills

The Gun-Crete Company is the name of a concern which has just opened offices in the McCormick building, Chicago. This firm specializes in cement gun work for engineering, industrial and mining structures. The company's process, it would seem, should prove valuable for interior and exterior finishing of mill structures. By this process cement is applied by guns on wire fabric, thus constituting an excellent wall covering.

Carl Weber, president of the company, is very well known as a concrete engineer. He is the inventor of the reinforced concrete chimney, and has designed and erected a large number of other important engineering structures. He has been connected with cement gun operations for some time and is considered an expert in this line.

## *Pertinent Information*

### Car Statistics

The latest bulletin of the American Railway Association dated May 22 shows a total surplus of freight cars on May 15 as larger than for any date since 1909. The surplus on this date was 239,406 cars, a considerable increase over the figures of May 1, when the surplus was 230,533 cars. On May 15 a year ago there was a surplus of but 261,269 cars, while for the respective years preceding 1913 there were on May 9, 136,777 cars; May 10, 188,847 cars, and May 11, 127,148 cars.

The total shortage on May 15 of this year was but 764 cars, a practically negligible figure. The shortage on the first of this month was 16,054, while on May 15, 1913, there were 10,975 cars. The shortage on May 9, 1912, was 6,678 cars; May 10, 1911, 5,069 cars, and on May 11, 1910, 4,555 cars.

### White Pine of the Future

A comprehensive investigation of the prospects of white pine in the future has been made by E. H. Frothingham, of the Forest Service. He has been engaged in such investigations for some years. He wrote a bulletin several years ago covering the growth of Douglas fir, of the Pacific slope, and later another of the paper birch of the Northeast; and the bulletin on white pine is third of the series.

The purpose of the study is to ascertain what the prospects are for

## Red Gum Hotel Finishings

## Leases Furniture Factory in Arkansas

## Entering Wedge for American Woodworking Machinery

## The Aswell Bill Passed

## General Car-Weighing Order

## Must Stencil Flooring and Lath

## Wood Imports and Exports for March

| Article | Value March, 1911 | Value March, 1914 |
|---|---|---|
| | $ 11,956 | $ 11,078 |
| | | |
| | | |
| | | |
| | 110,000 | |
| | | |
| | 44,042 | |
| | 89,000 | |
| | 48,888 | |
| | | |
| | | |
| | | |
| | | |
| | 1,280,067 | 1,749,294 |
| | $3,584,110 | $3,928,256 |

| Article | Value March, 1911 | Value March, 1914 |
|---|---|---|
| | | $ 36,966 |
| | | 3,146 |
| Walnut logs | 73,574 | 31,854 |
| All other logs | 303,441 | 431,294 |
| | 10,178 | |
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| | | |
| Heading | 30,321 | 32,378 |
| All other staves | 227,311 | 281,797 |
| Shoots, sash and blinds | 150,177 | 104,124 |
| | | |
| | | |
| | | |
| | | |
| | | |
| | | |
| | | |
| All other manufactures of wood | 657,385 | 701,014 |
| Totals | $8,790,038 | $8,904,144 |

## The Problem of Stump Lands

The United States Department of Agriculture has published results of its investigations of stump lands in three Lake States. It is predicted that in twenty-five years the remaining timber lands will be cut over, and then Michigan and Minnesota will have 12,000,000 acres of stump [illegible] and Wisconsin will have [illegible]. The development of these lands for agricultural purposes has been seriously retarded by the high cost of clearing. This cost runs from $20 to $90 an acre. Little logged-off land desirable for farming purposes can be had for less than $15 or $25 an acre, and the total cost of cleared land varies, therefore, from $35 to $115. This, when the expense of other necessary improvements is taken into consideration, is more than equally good farm land in other sections can be bought for.

[illegible] recommend that in every tract sold by land companies, there should be at least ten acres cleared and ready for the plow. This will enable the farmer to raise hay and other crops while putting the logged-off land into condition for the most economical removal of the stumps, for clearing can be done much more cheaply after the ground has been in pasture for several years.

Second growth must be regarded as a source of expense rather than income. In a few places it may be possible to dispose of it to charcoal and wood-extract companies, pulp mills or mining companies, but in general it does not pay to haul the wood more than four or five miles.

Hardwood which when green is very expensive to remove, decays in time so that it offers little difficulty; on the other hand white pine and Norway pine will not decay in fifty years. Again hardwood land is likely to contain many more stumps to the acre than white pine areas. On an average an acre may be expected to have about forty-five white [illegible] for hardwood incidentally it is worth remembering that a circle with a radius of 117.8 feet contains an area of one acre. If the stumps in several such areas be counted, the total number in any given tract may be estimated with reasonable accuracy.

## Rural Mail Carriers to Report Fires

The postoffice authorities will cooperate again the coming summer in the work of discovering and reporting forest fires. The rural mail carriers are

in a position to do this in the most effective manner. They traverse every nook and corner of the country. There are few localities, particularly east of the Rocky Mountains, where fires are liable to occur, that are not daily within sight of some mail carrier who treads his way among farms, through woodlots, over hills, and across tracts of forest. Reports at the nearest telephone will many times call out the fire brigades before the danger has become great.

### Cincinnati Labor Troubles

Cincinnati has again become badly involved in labor troubles, a strike of the carpenters declared on May 1 being still on. This has tied up the building business. All planing mills are shut down and will remain so until an adjustment is reached. A demand for increase in wages of from fifty cents per hour to sixty cents per hour for carpenters was made. A compromise on this point was effected by the master builders agreeing to pay fifty-five cents per hour this year and sixty cents per hour next year, but the further demands of the carpenters that nothing but union made millwork shall be used was promptly refused and caused the strike. The Employers' Association is a unit on not granting this demand and it is said that the carpenters are now endeavoring after a strike of three weeks to induce the lumber-leaders to waive that part of the demand and permit them to go back to work but this permission has not as yet been granted, although from all evidence obtainable there is likely to be some sort of settlement made within the next few days as the carpenters are growing very much dissatisfied with being idle, especially when they can get an increase in wages and still more next year. Lumbermen have pledged their support to the employers and will refuse to deliver lumber anywhere that will in any way assist the strikers or any of the carpenters, of which there are a few who are working for some of the smaller contractors who signed up the agreement as demanded and consequently have been working a small force of men. It is said that the strikers number over 2,000, all of whom have been idle for three weeks.

### Regarding Commissioner Davies' Report

The following is an apt summary of what the report of Commissioner of Corporations Davies on the iniquitous lumber business means. It is contributed by G. L. Burke of the Fee-Crayton Hardwood Lumber Company, Dermott, Ark.:

Speaking privately, between ourselves, about our lumber trust, but poised and shaking with apprehension, we want to say that who ever appointed John M. Davies to look into and make a report on the lumber trust ought to have had a more proper conception of the ethical fitness of things and first given him a thorough course in the Association of Anti-Lumber-Trust-and-motherful Office Brats, with a view of teaching him some of the cardinal points of the lumber industry. We think it would have germinated a better class of information and would have had the saving feature of not misleading the public.

If selling lumber on grades is fixing the price of lumber some of his spouseous cohorts ought to get out and raise a howl against selling eggs on two grades of coffee. It ought to be a misdemeanor to sell eggs by the dozen, and any butcher who dared distinguish between a hind loin and a porterhouse steak ought to be sent to the penitentiary for life and be given two years longer for good behavior. Don't ever ask for coffee with cream in it, for that changes the specifications just as much as lumber without knots and lumber with knots. If it were not for the absolute hopelessness of the situation we wish he would attack the metric system, as it always did give us the jim-jams. And if he would change John Bull's monetary system or tell us exactly what a mark amounts to in coin of our realm so as to always be able to keep track of it, perhaps we would forgive him his proclivity even as the man forgave the jackass who kicked him.

And then, about those market reports. If I were the chief of the Forest Service in the Department of Agriculture and had patience enough to read the commissioner's reports I would immediately telegraph Huerta to please accept my services as a generalissimo on his staff-issimo, for that would constitute much less an act of treason than does the monthly bulletin he sends to lumbermen and lumber interests—more or less—showing what prices being obtained in different lumber localities. Go on, John M., and inflame the public mind. You have to do something to hold the job, and what difference does it make if a hundred years from now there are weak knees of the forked leaf white oak kind will be as rare as a live mastodon.

If a lumberman ventures to take his mind off the ensuing payroll, the gang saw or the next rate hearing long enough to figure whether the action of some politician whose maiden name was state-man is going to make him seek a new market for his product by reason of new outrages on the patient, pliant tariff, and especially if he looks in the directory and finds his congressman's name and writes him a letter, or worse still, spends two bits for a telegram making his wants known, he's a boodler, by gash, sir! a boodler.

Take your fishing rod, John, and hie to the Maine woods. They tell me the doodle bugs are biting fine.

### Brazilian Walnut

A cabinet wood from South America, which passes in the market as Brazilian walnut, has made its appearance in England, Germany, France, and Italy, where it is regarded as of excellent quality. There are three kinds in trade, but it appears to be uncertain whether three species are represented or whether all belong to the same species and simply differ in color. The botanical names don't accompany descriptions of timber, and would amount to little as a means of identification if given, because the botanist has scarcely skimmed the surface of that country. The same tree has so many names, and so many woods pass under the same names, that the importer of Brazilian woods is never sure of what he is handling unless he sees them for himself, and even then he may be uncertain.

The Brazilian walnut being sold in England is of a yellow variety, a black, and one a grade between. Logs of this wood vary from sixteen inches to three feet in diameter, and up to thirty feet in length, and the wood has a weight of from forty to forty-eight pounds per cubic foot. The grain is fine and regular, and the wood is easy to work and takes a very high polish. It is the favorite wood for furniture in Brazil and Argentine, and may be specially recommended for the making of furniture, cabinet work, and panelling, as well as wagon construction and decoration, and both for interior and exterior work. Many of the large steamers running between Europe and America are panelled with Brazilian walnut most effectively.

A peculiar characteristic of Brazilian walnut is that it so quickly becomes darker with age, the fresh cut wood increasing in color and beauty a few days after it is cut and exposed, while even the lightest colored species, known as Canary walnut, acquires a rich brown hue, and the grain becomes more apparent when polished.

It is said that the supply of walnut in the South American forests can be depended on.

### Logging Operation in Chicago

It was recently announced that a contractor had bought a bunch of standing timber in London and had converted the trees into lumber. The same thing was recently done in Chicago. Rows of vigorous willow trees on Fifty-third street have disappeared, and the explanation is that they were sold to a manufacturer of artificial limbs, and were cut down and hauled away.

The trees were white or English willow (*Salix alba*). This species is not native in the United States. It has been extensively planted, however, as a shade tree in parks and along streets, and it is so thoroughly at home in this country that it is running wild in many localities. It is a rapid grower, not particularly choice in soil requirements, and it has few enemies to interfere with its prosperity.

Willow is the best wood for artificial limbs. It is tough, light, and strong. Less wood is needed to assure the required strength than when any other is used. The "cork leg" is willow. There is no such thing as a cork leg. Cork is oak bark and it is not strong enough for service as artificial limb material. The name is used for any light wood, but white willow is best.

Manufacturers don't usually take kindly to trees growing in a city because of nails and other foreign bodies which are likely to be imbedded in the trunks, and which interfere with the process of manufacture.

### Veneer Machinery in Silesia

The increased demand for veneers in Silesia leads furniture makers and wholesale lumber dealers to give attention to the possibilities of putting in veneer lathes, clippers and dryers. The small manufacturer buys his veneers already glued, dried and pressed from larger concerns that have modern machinery. According to consular officer Herman L. Sonbr of Germany there are no high wood manufacturers in Silesia and but few plants where veneer is cut. These use machines with long knives adjustable to the length of the veneers to be sliced. These cut sheets of 0.39 of an inch in thickness and less, the thinnest possible sheet being 0.004 of an inch. These machines cost about from $1428 to $2857, according to size. Rotary lathes are also known in Germany.

The usual veneers are cut from whitewood, poplar, Russian asp, pine, oak, birch, red beech, walnut, rosewood and mahogany. According to the report of the officer above mentioned, who interviewed all veneer cutters in Breslau, these people are ready to receive catalogues and prices from American manufacturers of veneer machinery. All correspondence should be in German, if possible, as descriptions, in English are little understood. There may be, however, no immediate prospect of a sale in this district, as many things must be considered before they will begin gluing and drying.

### Concrete Ties a Failure

The *Chicago Tribune*, one of the most blatant advocates of steel and various wood substitute products, is seemingly, in spite of its boasted impartiality, an advocate of those products because it believes that its own pecuniary interests lie in that direction. Space is given to remarkable stories regarding substitutes of various kinds used in place of wood, and these stories have occupied prominent places in its sheets for several years.

Hence it is amusing, at least, to note a little quibble of four lines stuck away in a corner of one of its pages describing a remarkable development which recently took place in some experiments made by the Chicago & Alton Railroad. This quibble declares that concrete ties that have been used by this railroad for several years as an experiment have been removed, as they crack and lack the resiliency of wooden ties.

There is some consolation, however, in the fact that this paper published the item at all.

### A Bill to Aid Forestry Schools

Congressman French of Idaho has introduced a bill to aid forestry schools in all states having national forests to the extent of five per cent of the gross receipts from the national forests of the respective states. This bill is known as H. R. 15219.

A delegation from Idaho, now in Washington, is in possession of very complete information relative to the work done by the forestry schools of the country, and is in a position to make a strong fight for the bill. It seems that the bill was written with the approval of Chief Forester Graves, and will have his support.

It is needless to say that when the vast amount of taxable timber land now yielding revenue to support the state educational institutions is considered, and also the small amount that is being spent for forestry education as compared with other educational lines, the passage of the proposed bill is a mere matter of justice. As an instance, the revenue derived from taxation on the timberlands in the state of Idaho will

[illegible] ventilated to obtain results.

## Silos Needed in Venezuela

[illegible] Preston McGoodwin, says that with some activity on the part of salesmen from the United States, it is more than likely a splendid demand would be found in Venezuela for silos in which to store grain, provender, and other grades of livestock food. There is not a silo in the Republic of Venezuela.

The dry period extends from early November to late April or early May, and this condition never changes. As is customary during the dry season, live stock is dying in the fields, even in regions of unusual fertility in the wet season. The people of all classes fail to make preparation in the rainy season for the dry period.

There is no tariff duty in Venezuela on either the finished product or the raw material intended for the manufacture of farming implements or machinery. But if there is any disposition upon the part of firms in the United States to enter this field, it is imperative that Spanish-speaking representatives should go personally, the catalogue method being entirely inadequate in this instance, at least until the product is properly introduced.

## The Irish Shillalah

[illegible] the records and traditions of Ireland and has discovered that the shillalah which made Ireland famous [illegible] so long supposed, but was of oak which was once abundant in the Shillelagh district. The name is derived from that word, but is now spelled in several ways. The wood from that region was called Shillelagh oak, and a club made of it came to be in course of time a shillalah. Oak was procured from that region more than nine hundred years ago for roof timbers for Westminster hall. About three hundred years ago the location of iron furnaces in the [illegible] caused the depletion of the oak [illegible]. Trees remain to this day, but now dating back to the time when [illegible]

## Seeking Markets for Philippine Woods

M. F. Hendrickson of Portland, Ore., recently visited Chicago, St. Louis, St. Paul, and other cities of the Mississippi valley, investigating the possibilities of finding markets for Philippine woods. He represents parties who have a timber concession on the islands, and if the outlook for markets is found satisfactory, modern mills will be built to cut the various commercial woods of the Philippines.

## Seasoning Oak by Sandwiching

[illegible] Boston [illegible] effective method of seasoning expensive brown English oak which is to be worked into panels and other high-grade products. The wood is imported from England in rough planks and is prepared for final manufacture by first giving it a [illegible] thoroughly dry [illegible] The [illegible] wood rapidly extracts the moisture from [illegible]

AT HALF PRICE
STEAM SKIDDER
AND LOADER COMBINED
Clyde Modern Equipment. Used about sixty days. Operations discontinued. No further use for it
For Particulars Write
GOGEBIC LUMBER CO.
GRAND RAPIDS, MICH.

[illegible] thoroughly seasoned, after which it is little affected by changes in the weather.

# Hardwood News Notes

## MISCELLANEOUS

[illegible] Shaw of the Shaw [illegible] Company, Boston, Mass., died [illegible]

The [illegible] Company of [illegible] increased its capital stock [illegible]

The [illegible] Company is reported to be organizing at Ponchatoula, La.

It is reported that the [illegible] Works at [illegible], Ill., have [illegible] a voluntary petition in bankruptcy.

The Ariel Wood Bed Company has been incorporated at Goshen, Ind. The company has $100,000 capital.

The Louisville Box and Basket Company was recently incorporated at New Albany, Ind., with $10,000 capital.

Marathon Motor Works, Nashville, Tenn., are reported to be involved in an involuntary petition in bankruptcy.

The [illegible] Supply Company has started business at Fort Wayne, Ind. The company is incorporated at $25,000.

The name of the Varner Land & Lumber Company of Geridge, Ark., has been changed to the Carnahan-Allport Lumber Company.

The Southern Lumber and Manufacturing Company, Nashville, Tenn., is reported to have increased its capital stock to $150,000.

The Marshall Butters Lumber Company, L'Anse, Mich., is in receiver's hands, Charles R. Dunn and Charles H. Gates being appointed receivers.

The Forman-Earle Company of Detroit, Mich., has been absorbed by the Thomas Forman Company, the capital having been increased to $1,000,000.

The Abrams Flooring Company is the style of a recently incorporated concern which will operate at Buffalo, N. Y. The company has $10,000 capital stock.

The Caledonia Flooring Company is the style of a recently incorporated concern which will operate at St. Johnsbury, Vt. Its capital stock is $50,000.

The plant of the Sheboygan Cigar Box & Lumber Company, Sheboygan, Wis., was destroyed by fire the evening of May 20. The fire entailed a loss of $30,000.

The Southern Wood Finishing Company is the style of a recently incorporated concern which will operate at High Point, N. C. The company has $125,000 capital stock.

The Maple Springs Lumber Company is the style of a recently incorporated concern which will operate at Maple Springs, N. Y. The company has a capital stock of $15,000.

The Stevenson Hardwood Lumber Company is the style of a recently incorporated concern which will do business at Charleston, W. Va. The company has a capital stock of $25,000.

Nels Dueholm, formerly sales manager of the Scott & Howe Lumber Company, located at Oshkosh, Wis., has started business for himself at Hurley, Wis. Mr. Dueholm will handle wholesale hardwood lumber and timbers.

## CHICAGO

The Chicago Picture Frame Works has become an involuntary bankrupt.

G. W. Jones of the G. W. Jones Lumber Company, Appleton, Wis., spent several days in [illegible] with his local manager, A. H. Ruth.

B. W. Lord, president of the Chicago Veneer Company, Danville, Ky., spent several days of last week in Chicago on a business trip.

F. J. Roys, assistant general manager of the Fullerton-Powell Hardwood Lumber Company, South Bend, Ind., made one of his regular trips to Chicago last week.

Adelbert Shutts, for twenty-five years manager of the Messenger Lumber Company, Chicago, died at his residence, 730 Sheridan road, Glencoe, on Wednesday, May 13. Mr. Shutts was born in New York state December 11, 1853, coming to Chicago in 1879. He is survived by a widow and one daughter.

The Paepcke Leicht Lumber Company of Chicago announces the removal of its general offices to the twentieth floor of the Conway building, 111 West Washington street. The removal took effect May 11. New telephone number is Franklin 4300.

F. A. Diggins of Murphy & Diggins and the Cummer-Diggins Company of Cadillac, Mich., spent several days in Chicago last week in conference with Secretary Fish of the National Hardwood Lumber Association. Mr. Diggins stopped on his way to Chicago at Grand Rapids.

W. B. Burke, vice-president and general manager of the Lamb-Fish Lumber Company, Charleston, Miss., sailed from New York for an ex-

tended business and pleasure trip to Europe, having that port May 16. He expects to be gone a couple of months.

Tom Christian and Dan Wertz of Mason & Wertz, Evansville, Ind., spent several days in Chicago a week ago.

James F. McSween of the Memphis Band Mill Company, Memphis, Tenn., made one of his periodic visits to the Chicago market a week ago, going from here to Grand Rapids, Mich.

J. V. Stimson of Huntingburg, Ind., has been spending several days in Chicago. He divided his time between personal business and the affairs of the National Hardwood Lumber Association.

HARDWOOD RECORD announces receipt of the official report of the proceedings at the recent convention of the National Wholesale Lumber Dealers' Association which convened its twenty-second annual meeting at Buffalo, March 4-5. The proceedings are gotten up in the usual attractive style.

Another publication of the same character is the report of the proceedings of the tenth annual meeting of the American Wood Preservers' Association, which was held at New Orleans, January, 20-21-22.

## NEW YORK

Secretary John E. Rhodes and Manager Geo. S. Wood of the Forest Products Exposition have been in New York for several days in connection with the big show in this city. The Forest Products Special, consisting of twenty-six cars carrying the exhibits, arrived in good order Saturday morning, May 16. Mr. Glover, who assists Manager Wood, had a fine chance to view the country between the two big cities during the four days' trip, even if he did not enjoy the frequent changes of caboose, which of course came only at night. Everything points to a banner crowd and the local trade will be out strong to view the wonders of the woods.

An organization was formed in this city last week, the purpose of which is to increase the sale of furniture in this market. It has been pointed out that furniture buyers were not fully aware of the many and varied lines of furniture that could be obtained here and it was decided to organize to extend the local furniture market. Martin Nathan of the H. Herrmann Furniture Company, was elected chairman of the meeting which was proposed by the Merchants' Association of New York. It is expected that 150 manufacturers of furniture in New York and vicinity will become members of the new organization.

James McBride, the hardwood flooring man of the Bronx, is on a business trip to Tennessee, Ohio and Arkansas.

Wm. E. Clancy, publisher of the Red Book, was a recent visitor to New York. The local office of the Lumbermen's Credit Association is now at 80 Maiden Lane.

## BUFFALO

The sub-committee appointed by C. Walter Betts to look after the Niagara Falls trip of the National Hardwood Lumber Association is composed as follows: W. P. Betts, chairman; A. W. Kreinbeder, John A. Murphy, W. A. Perrin and Elmer J. Sturm. The banquet committee is made up of I. N. Stewart, chairman; O. E. Yeager, M. M. Wall, J. A. Murphy and E. C. Neal. The Niagara Falls trip is expected to be the feature of the convention that will longest remain in the visitors' memory and all the lumbermen are hoping for good weather. The trip has a double interest from the publicity now being given the Hotel Clifton, where the lumbermen will dine, and where the members of the A. B. C. conference have been lately conferring over the troubles of Mexico.

J. B. Wall is able to get around again after his recent accident near Cincinnati, where a log rolled down upon his leg, causing him a good deal of suffering and inconvenience for some days. It was fortunate that the full force of the blow did not strike him, or the accident would have terminated much more seriously. As it is, Mr. Wall has not despised the assistance of a cane for the past two or three weeks.

Taylor & Crate's office in the Prudential building was entered by burglars one night recently and robbed of $500. No clue was left and the police are at a loss to find the burglars.

F. M. Sullivan has returned from a trip to Atlantic City and New England. He found the hardwood trade in the East slightly improved.

Davenport & Ridley have lately been getting in stocks of oak and beech, of which their receipts have been fairly large during the past few weeks. Trade is rather quiet.

The Standard Hardwood Lumber Company reports the demand for most woods as lighter than usual at this season. Quartered oak is reported to be stronger than plain.

Miller, Sturm & Miller have their incoming stocks of hardwoods well cleaned up for the present. While a number of woods are in demand, nothing is moving at all actively.

The National Lumber Company has added southern hemlock to its other stocks, something which has not been handled extensively in this market. It is said to give good satisfaction.

G. Elias & Bro. state that there is quite a good improvement in the building line in Buffalo, but the general demand for hardwoods has not shown any particular improvement.

The Yeager Lumber Company states that the hardwood market has been rather quiet during the past two weeks, partly on account of the weather, though buyers are less willing to take hold than is usually the case.

Hugh McLean reports a good demand for hardwoods from the building trade, but the manufacturing and furniture lines are quiet, so that the

Save Money on Lumber Bills

We will supply you with CLEAR CUTTINGS of soft Kentucky Oak or Poplar so that they will COST you considerably LESS THAN the same cuttings if BOUGHT AS LUMBER.

MAKE US PROVE IT

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Lumber and Timber
No. 165 Milk St., BOSTON, MASS.

The White Lake Lumber Co.
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Northern and Southern Hardwoods
CAR STOCK

WHITE PINE YELLOW PINE
*High Quality—Prompt Delivery*

WE WANT TO MOVE AT ONCE

10 cars 1" No. 1 Common Basswood
5 cars 1" No. 2 Common Basswood
30 cars 1" Red or White Oak, all grades
40 cars 1" Red and Sap Gum, all grades
*Send us your inquiries* The last two items are but one-half dry

Hooton Hardwood Co.
Manufacturers and Wholesalers
SOUTHERN HARDWOOD LUMBER, LOGS AND TIMBER

CHOICE WHITE OAK
Even color—soft texture

7 cars—4-4 1sts and 2nds Plain
12 cars—4-4 No. 1 Com. Plain
5 cars—4-4 No. 2 Com. Plain

Good widths and lengths—Dry

Also large stock all grades and thicknesses plain Red Oak

Terre Haute, Indiana

# ITEMS OF INTEREST

## DRY STOCK
## PROMPT SHIPMENT

[illegible] CARS 4/4 No. [illegible] COMMON BIRCH ROUGH
1 CAR 5/4 No. [illegible] COMMON BIRCH ROUGH
1 CAR 4/4 No. [illegible] COMMON BASSWOOD ROUGH
[illegible] CARS 8/4 No. [illegible] COMMON BASSWOOD ROUGH
1 CAR 4/4 No. [illegible] COMMON ASH ROUGH
[illegible] CARS [illegible] No. [illegible] COMMON ASH ROUGH
[illegible] CARS [illegible] No. [illegible] COMMON ASH ROUGH
[illegible] CARS 4/4 No. [illegible] COMMON SOFT MAPLE ROUGH
1 CAR 4x5 and 4x8 HARD MAPLE BONED HEARTS
1 CAR 4x5 and wider ROCK ELM BONED HEARTS

**STEVEN & JARVIS LUMBER CO.**
EAU CLAIRE — WISCONSIN



**On the Following Stock We Will Make Special Prices for Prompt Shipment:**

28,000 5/8x18" & up No. 1 & Panel Poplar
250,000 4/4 No. 1 Common Poplar
37,000 4/4x18" & up No. 1 & Panel Poplar
95,000 8/4 No. 2 Common Poplar
22,000 12/4 Nos. 1 & 2 Poplar
30,000 12/4 Select Poplar
12,000 5/4 Nos. 1 & 2 Qtd Poplar
36,000 8/4 Nos. 1 & 2 Wormy Chestnut
74,000 5/4 No. 1 Common Chestnut
81,000 8/4 No. 1 Common Chestnut
21,000 6/4 Nos. 1 & 2 Red Birch
17,000 8/4 Nos. 1 & 2 Red Birch
6,000 12/4 Nos. 1 & 2 Red Birch
6,000 16/4 Nos. 1 & 2 Red Birch
45,000 4/4 Nos. 1 & 2 White Ash
74,000 4/4 No. 1 Common White Ash
22,000' 12/4 No. 1 Common White Ash
7,000' 16/4 No. 1 Common Plain Oak
115,000 4/4 No. 1 Common Plain Red Oak
13,000 6/4 No. 1 Common Plain Red Oak
56,000 4/4 No. 1 Common Plain White Oak

**The Atlantic Lumber Co.**
70 Kilby Street, Boston, Mass.



# All Wood Finishers

should use our NATURAL RUBBING OIL, "ZERO" BRAND, "Direct from Well to Consumer."

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**STILES BROS.**
**Parkersburg, West Va.**

Producers of Pure Natural West Virginia Lubricating Oil
SAMPLE ON APPLICATION

**Dermott Land and Lumber Company**
**DERMOTT, ARK.**


[illegible]

[illegible]

[illegible]

[illegible]

## PHILADELPHIA

[illegible]

[illegible] volume of stuff right along, but trading is short of expectation for this time of the year. An acceleration is looked for when the railroads come [illegible]

Frederick S. Underhill of Wistar, Underhill & Nixon says business is fairly responsive, but there are no signs of a lively activity in the near [illegible] vance, things undoubtedly will brighten up. R. Wyatt Wistar is visiting the firm's southern mill and on his return will stop at Richmond for the [illegible]

[illegible] Port Huron [illegible] owned by the Whiting Lumber Company, was completely destroyed by fire on May 7. Most of the lumber fortunately was saved. F. Rice Whiting, secretary and treasurer of the Whiting Lumber Company, says the property was fully covered by insurance. Temporary machinery was immediately put up, and within a week business was resumed and orders promptly taken care of. Frank R. Whiting, accompanied by an expert architect, started immediately for Port Huron, where arrangements are being made to erect a thoroughly up-to-date saw and planing mill as rapidly as possible.

Eli B. Hallowell of Hallowell & Souder says considerable business can be secured providing you meet the price, but they are not inclined to sacri- [illegible] Ralph Souder is spending some time in Raleigh, N. C., and vicinity looking after shipments, etc.

[illegible] reports spasmodic business. Trading lacks ginger and buyers are loath to book orders ahead. The fall he thinks will see a change.

William P. Shearer of Samuel H. Shearer & Son reports a reduced activity in trading. They do not anticipate any material betterment until the [illegible]

H. C. Magruder, formerly of the Patton Company, has started a wholesale lumber business at 723 Land Title building, where he handles hard- [illegible] factory considering conditions.

Mrs. Louisa G. Betts, widow of Colonel Charles M. Betts, founder of the well-known lumber firm of Charles M. Betts & Co., died May 10, aged seventy years. The Betts firm is conducted by B. Franklin, William T., and Charles L. Betts, her sons, who are among the most popular men in the lumber field. The sincerest sympathy of the trade is extended to them in their sad [illegible]

The Florida Land and Lumber Company, Wilmington, Del., was chartered under Delaware laws, May 7. Capital $10,000.

The Champion Motor Car Company, Wilmington, Del., was incorporated under Delaware laws, May 7. Capital [illegible]

Dr. Joseph T. Rothrock, a member of the State Forestry Commission from its establishment until his resignation a few months ago, was tendered a luncheon by his friends recently, when he was presented with a handsome loving cup. The cup was presented by Governor Tener of Pennsylvania in [illegible] of the donors. John Birkinbine, president of the State Forestry Association, acted as toastmaster.

## PITTSBURGH

E. V. Babcock of the Babcock Lumber Company, with his family will take up his summer abode next week at his country place "Rosemary" near Valencia, Pa.

The South Fork Lumber & Crate Company has been organized at South Fork, Pa., by H. C. Stineman, Westmont, Pa., who is president and W. O. Lee, vice-president, W. L. Lee, secretary, and O. M. Stineman, treasurer. It will manufacture all kinds of crates and will use considerable hardwood.

S. A. Seman, for ten years past manager of the C. P. Caughey Lumber Company of this city, has resigned that position and is now associated with the Ingersoll Engineering & Construction Company, builders of amusement devices.

The Monongahela Lumber Company is a new concern at 715-717 House building. Its members are R. E. McCall, who was for one year with the American Lumber & Manufacturing Company of this city, four years with the Pittsburgh office of the Thomas E. Coale Lumber Company, R. G. [illegible]

Snyder, recently of the Best Manufacturing Company, and D. N. Crawford of the Poland Coal Company. The new concern will do a general wholesale business and expects to handle considerable hardwood when it gets under way.

Sales Manager G. M. Chambers of the Kendall Lumber Company made a trip to the Kendall plant at Hutten, Md., last week where the company is cutting about 200,000 feet a day. Last month was the largest month in shipments the company ever enjoyed.

The Woodwork Supply Company has arranged to rebuild its planing mill at Reynoldsville, Pa., and will have a larger plant than formerly.

The Pit Planing Mill Company has been organized at Wilkinsburg, Pa., by the following men: W. F. Youngs, H. E. Texter, E. E. Milhouse, E. E. Youngs, and A. M. Kreider.

The Keystone Lumber Company has started work on a large planing mill at Portage, Pa., and will have one of the most up-to-date plants in Pennsylvania.

The Western Lumber Company is doing a very good business and its shipments have been above the average this spring. President W. W. Wilson, Jr., has made frequent trips to the eastern market of late with good results.

H. F. Domhoff, president of the Acorn Lumber Company, spent a week in the East recently. His trade in that section, especially with the manufacturing concerns, is increasing steadily and rapidly.

## BOSTON

A campaign for the organization of a New England Foreign Trade Bureau to assist in the development of foreign commerce was commenced at a meeting at the American House held this week. Among those cooperating in making the plans were William C. Redfield of the United States Department of Commerce. This is a movement independent of already existing trade extension factors to establish by agents direct foreign connections to greatly enlarge the output of New England industries. A number of large lumber consuming factories are in the list of those behind this effort to increase business in New England.

A number of lumbermen of Boston expect to attend the ninth annual tournament of the Lumber Trade Golf Association at Richmond on May 16 and 17, among them being Frank W. Lawrence of Lawrence & Wiggin, F. B. Witherbee of the H. M. Bickford Company, and Howard C. Morse of the Blacker & Shepard Company.

The Pratt & Forest Company of Lowell suffered a severe loss on May 12, when a large fire destroyed a part of its planing mill.

The Cook Lumber Company of Greenfield, Mass., is reported as having filed a voluntary petition in bankruptcy.

Among the corporations organized at Boston is noticed the Nouvelle Lumber Company with authorized capital of $1,800,000.

## BALTIMORE

Gen. Alfred E. Booth, formerly head of what was known as the fisheries trust, who died in Baltimore last week, left to Gen. Thomas J. Shryock, head of the firm of T. J. Shryock & Co., on South Caroline street, all of his stock in the Sherwood Lumber Company of West Virginia, which he owned, and various personal effects contained in his suite of rooms at the Hotel Belvedere. The Sherwood Lumber Company has been for years engaged in the development of a tract of white pine in West Virginia, which has proved a very profitable undertaking.

Thomas Foulke Matthews, for many years connected with the firm of Thomas Matthews & Son, died recently at the age of 68 years. Mr. Matthews was a native of Baltimore county, and in his early days farmed in Iowa, but he returned to Maryland and engaged in the lumber trade, in which he became widely acquainted. His mother and wife survive him.

Building operations here continue to make a very attractive showing. For April the total value of the improvements for which building permits were issued amounted to $1,180,900, $90,000 being on account of alterations and $75,000 for additions. The grand total so far this year is now $4,186,312, and if this rate is kept up the total for the year will not fall short of $13,000,000, a sum equalled only after the fire in 1904. As the tendency is toward a larger use of hardwoods, the demand from the builders for oak and other wood is relatively liberal, and all the indications encourage the belief that the rest of the year will see expansion in the business.

Holger A. Koppel, a well-known hardwood exporter here, with offices in the Carroll building, will sail for Europe on May 30, accompanied by Mrs. Koppel. About six weeks will be spent in Copenhagen, his former home, visiting relatives, and two or three weeks will be devoted to trips to some of the lumber buying centers.

Fred. Arn of the J. M. Card Lumber Company, Chattanooga, Tenn., and president of the National Lumber Exporters' Association, recently called on Secretary J. McD. Price to discuss various association matters. Mr. Arn was on a business trip to Philadelphia, and took occasion to run over to Baltimore for a conference.

Fritz Hahn, representing Richard Koller & Co., of Duesseldorf, Germany, large importers of American woods, was in Baltimore ten days ago and saw some of the manufacturers and shippers of lumber here. Herr Hahn had been on a southern trip and was on his way to take the steamer at New York for home. He stated that he found trade in the South rather quiet. Speaking of the business situation in Germany, he said that a marked improvement had taken place, and he thought the outlook was quite promising.

Reports about several hardwood developments of importance in the Virginias have been received here. One of them is that of J. M. Murdock & Bro., of Johnstown, Pa., who purchased 41,000 acres of hardwoods, principally oak, on the main line of the Chesapeake & Ohio railroad, near Millboro, Va., and put the mill erected on the tract in operation ten days ago. The plant is a single nine-foot band, with a six-foot resaw. A railroad has been constructed to connect with the C. & O. The timber lies in what is known as Bull Pasture river territory, about fifteen miles out from Millboro.

V E N E E R

**Birch Veneers. Also Elm, Maple and Basswood**

WE MANUFACTURE FINE ROTARY CUT

**STOLLE LUMBER & VENEER CO, Tripoli, Wis.**

LET US QUOTE YOU

W. T. THOMPSON VENEER CO.

SAWED

QUARTERED OAK VENEER

**We Have Nothing But Flat Dried Stock**

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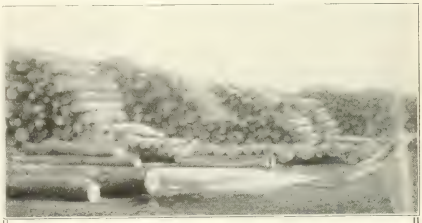

THESE fine logs waiting to be cut for you. Send us your specifications — our price no higher, while our quality is better than most cutters'.

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**Harris Manufacturing Company**
Johnson City, Tennessee
**"Harris" Hardwood Flooring and Lumber**

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Wholesale Manufacturers and Exporters
RED GUM
SAP GUM
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PLAIN OAK
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SYCAMORE
*All Grades and Thicknesses*
We make a specialty of mixed cars of Sap and Red Gum, One-half to Two inches thick.

**DUGAN LUMBER CO.**
Manufacturers and Shippers **Hardwood Lumber**
MEMPHIS TENNESSEE

**TIMBER ESTIMATES**
REPORTS INCLUDED
TOPOGRAPHICAL MAP, DETAIL ESTIMATES & WRITTEN REPORT
GARDNER & HOWE
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Clarence W. Griffith Department Manager. Porter Building. Memphis, Tenn.

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MANUFACTURERS OF
**St. Francis Basin Hardwoods**
Specials for Immediate Shipment
BAND SAWN. DRY. 60% 14 AND 16 FEET LONG
50,000 ft. 1" 1sts & 2nds Plain White Oak
25,000 ft. 1" Log Run Maple
50,000 ft. 1x13 to 17" Yel. Cottonwood Box Boards
60,000 ft. 1x6 & wider 1sts and 2nds Yel. Cottonwood
Mill & Yards MEMPHIS
ALL PRESS CORRESPONDENCE TO GENERAL OFFICE
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**VANDEN BOOM-STINSON LUMBER COMPANY**
Manufacturers Southern Hardwoods
Quartered Oak a Specialty
Memphis Tennessee

J. E. Mead & Son, of Hampton, Va., have received [illegible] acres of timber in Alleghany county, Va., and will cut [illegible] a railroad from Nace, W. Va., to the Jackson & Kanawha railroad at Craigsville, W. Va., a distance of [illegible] miles. They have also purchased [illegible] acres of timber in Nicholas county, W. Va., and will cut [illegible] miles of railroad from Nace to the W. & J. M. Railway, connecting with that road at Craigsville, W. Va. They will [illegible] operate on the Craigsville road in a double mill, one side sawing a different zone for each shift, and the other an export band for hoards.

Simmons Hardware and Supply Company, of Memphis, Tenn., has purchased of Mead & Son 2,000 acres of hardwoods at Craigsville, W. Va., and has begun cutting on [illegible]

## COLUMBUS

[illegible] Ayers & Sons Company, Ltd., have made a material increase in building operations by the Ayers Company, Ltd., corporation, for the corresponding month last year. During the month of April the company secured building permits aggregating $8,000, as against $1,000 for April, 1910. The total for the four months ending April 30 amounts to a grand total of $14,000, as compared with $4,000 for the same period last year.

R. A. Hoffman, manager for the southern division of the W. M. Ritter Lumber Company, returned to Parkersburg, W. Va., on Saturday from a trip of inspection of the company's timber and mill holdings in the south. Mr. Hoffman left on the same train for Huntington, where he joined Mrs. Hoffman and the two children, who had been visiting relatives in Huntington for several weeks. They left Huntington on Sunday for Parkersburg, where they will make their home.

The planing mill of the Buckeye Mill and Lumber Company of Jackson, O., was destroyed by fire recently.

There is a better demand for millwork and similar articles in the Columbus market. This is due to the increased activity in building operations. Prices on that class of materials are generally well maintained.

At Sardinia, O., a petition in involuntary bankruptcy has been filed against the Jim Kang Lumber Company, by creditors.

The Ice Box Lumber Company, of Coshocton, O., has filed a petition in voluntary bankruptcy.

George A. Adams, of Dresden, O., owner of the Adams Lumber Company, died at a Zanesville hospital recently of pneumonia. He was in the lumber business in Dresden for twenty-three years and was a veteran of the Civil war.

The plant of the Columbus Buggy Company of Columbus, O., has been sold to Charles A. Duncan and Emerie Hutzler of Buffalo, N. Y., who will continue the operation of the plant, as it is [illegible] Avenue.

## TOLEDO

Frank Spangler of the Frank Spangler Company has just returned from Jackson, Miss. Mr. Spangler is jubilant despite the fact that there are some things to be wished for in the lumber trade, as he won a law suit which his concern had brought for breach of contract against the Wade McHenry Lumber Company of Webb, Miss. He believes that business will open up brightly in the near future.

W. S. Booth, president of the Booth Column Company, is taking a trip round the Basin in an effort to round up some orders for his factory, which continues to run full time and normal capacity.

The Cone-Pucket Furniture Company, one of the largest manufacturers in Michigan, with its main factory at Ann Arbor and a big finishing plant on Dorr street, Toledo, has been incorporated with a capital stock of $50,000. The incorporators are Harry E. King, J. W. Wilson and H. W. Isenberg and others. The new company will bear the same name as the parent company in Michigan and is incorporated for the purpose of conducting a selling business in Ohio. The plant on Dorr street occupies several acres of ground.

Among important structures for which building permits have recently been taken out in Toledo is one for a $48,750 factory building for the Willys-Overland Company, making the fourth permit issued to this concern this year, the entire four totaling an expenditure of $1,000,000.

The Sterling Furniture Company, with a capitalization of $10,000, has been incorporated in Toledo. The incorporators are Charles Schauss, Adam Schauss, Ralph Schauss and others.

The Sekauss Panel Lumber Company in an open letter commenting upon the action of John N. Willys in writing a letter to the Interstate Commerce Commission endorsing the proposed advance in freight rates, said: 'While we are willing to concede that Mr. Willys' letter probably voices the feeling in this controversy of the shippers of manufactured goods, such an assent does not dispose of a more vital question before the American people, namely: 'Are the railroads managed economically?'" The Schauss company adds: "We need the railroads. They must be properly sustained, but those who furnish the sustenance have a right and are now making use of it, to question their management. The railroads have been and still are the greatest force in the advancement of human affairs. They must be just to their patrons. Here is an experience we are having: A carload of our goods to a certain point carries a freight charge of $89.60. Our competitors in Chicago get a car of the same kind of goods to that same destination for $52.80, and from Chicago the haul is nearly 200 miles

longer. The difference now in favor of Chicago is $26,80. If the proposed five per cent advance is granted the difference in favor of Chicago will be $28,64. The Interstate Commerce Commission, to whom we appealed, received from the railroads interested in the movement of cars from Toledo and Chicago a reply, which was forwarded to us, that the Toledo rate was just. If the Toledo rate is just, how about the Chicago rate? Is there any wonder that there is opposition to past and present railway management."

The first of the annual trade extension tours of the Wholesale Merchants' and Manufacturers' Board of the Toledo Commerce Club for the season will begin May 19, when the board will start on a trip through thirty-five cities and towns in northwestern Ohio. The trip will last three days. A number of hardwood dealers are members of this board and will accompany the members on the trip.

A decision was recently handed down by United States District Judge Jollister of Cincinnati which is of intense interest to building and loan concerns all over the country. The decision read that the income tax cannot be collected from such institutions which are held absolutely exempt, even though the association may permit outsiders to deposit or borrow money, they having authority to do so under the laws of the state in which they do business.

## INDIANAPOLIS

The Ferree-Case Lumber Company, recently organized here, is locating at State avenue and Delos street where an office and lumber sheds are being built.

Hardwood lumber is to be manufactured at Brownsburg by the Herdrich-Styers Company which has been organized by William Herdrich, J. C. Styers and A. W. Herdrich. The company is incorporated with $5,000 capital.

With an authorized capitalization of $100,000, the Manhattan Lumber Company has been organized and incorporated at Gary to conduct a general lumber business. Those interested in the company are Thomas J. Carney, A. H. Hanson and John F. Engwall.

Representatives of local hardwood lumber concerns expect to accompany the wholesale trade division of the Indianapolis Chamber of Commerce on a trade extension trip through western Ohio May 26, 27 and 28. The first night will be spent at Dayton and the second night at Lima. The party will travel on a special train.

The Central Lumber and Mill Company has been organized and incorporated at Hammond to conduct a general lumber business and operate a planing mill. Those interested in the company, which has $100,000 authorized capitalization are Thomas P. Walworth, E. G. Walworth and M. H. Walworth.

As usual the Atkins Memorial Association on Memorial Day will decorate the graves of former employes of E. C. Atkins & Co. who died while in the service of the company. There are 146 graves to be decorated, some of which are outside the city. Committees of employes will look after the graves in local cemeteries.

A piano manufacturing business will be conducted at Evansville by the Harmony Piano Company which has been organized by William C. Prickett, Herbert Leich and J. F. Beams and incorporated with an authorized capitalization of $50,000.

The Indiana appellate court has affirmed a judgment of the local circuit court awarding $1,361.17 in favor of Harman A. Hagerman against the Indiana Veneer and Lumber Company. Hagerman was employed as traveling salesman on a salary and profit sharing basis. In September, 1908, he accepted a reduction in salary, but quit at the end of the year demanding pay for the whole year at the old salary rate and for his share of profits ever earned without regard for losses sustained by the company in 1908. The court held he was not entitled to salary for the whole year at the higher rate but that he was entitled to a share in each year's profits, safe from the losses of any succeeding year.

## MEMPHIS

Weather conditions in this section during the past two weeks have been rather more favorable for logging operations, and better progress is reported. It is notable, however, that the quantity of timber offering in the open market is comparatively small and that the amount available for loading is likewise relatively light for this time of the year. Arrivals here are also only moderate, a statement applicable to both the railroads and the river. Most of the mills, however, appear to have logs enough to keep them in operation, and actual stoppage resulting from inadequate supplies of timber is quite small. It is pointed out that while no great amount of timber has been cut and prepared for shipment, there is still a chance of securing an adequate supply if weather conditions in the near future should continue as favorable as they are at present.

Building operations in Memphis continue quite full. April established a splendid record, the figures for Memphis being nearly fifty per cent ahead of the same month last year. Since the beginning of the current month some large permits have been taken out and others are pending, one including the big home to be occupied by the Commercial Trust & Savings Bank. This is to be twenty or twenty-one stories in height. There is a movement now looking to the finishing of this gigantic structure in red gum and the officials of that body will leave no stone unturned in their efforts to accomplish this result. Owing to the activity in building circles, both manufacturers and distributers of building material are enjoying excellent trade, especially as compared with the quietness which prevailed some time prior to the 1st of April. Absence of flood conditions in the Mississippi valley has left the way open for considerable building in towns throughout the valley and orders from these places have supplemented those from local sources, so that the aggregate has been quite satisfactory.

The Kurz-Downey Lumber Company has been granted a charter under the laws of Arkansas. The capital stock is $100,000, of which $60,000 has been paid. The company proposes to engage in the manufacture and sale of lumber and timber products. W. F. Kurz is president, N. I. Downey is vice-president and A. C. Thompson is secretary-treasurer.

The Southwestern Lumber Company, which has milling interests in Missouri, has recently opened offices in Memphis for the sale of its output and to engage in the lumber commission business. George Gunter, general manager, is in charge. He has recently been spending some time in Louisiana and Mississippi, where he has secured options on a considerable amount of timber. The latest plans call for the conversion of this firm into a stock company and at the moment Mr. Gunter is giving the greater portion of his time to this phase of the proposition. When organization is perfected, mills will be installed and the options on the timber now held will be exercised.


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*BAND SAWN*
Southern Hardwoods
is one of the most complete
and largest in the state
We can readily fill any requirement in
RED GUM
*Oak, Ash, Elm*
PAINSTAKING ATTENTION TO YOUR INQUIRIES
THE LANSING CO., Parkin, Ark.

WE OFFER THE FOLLOWING
Band Sawn Stock
4/4 Com. & Better Sap Gum
4/4 Com. & Better Red Gum
6/4 Com. & Better Red Gum
5/4 & 8/4 1s & 2s Red Gum
Quartered and Plain Red and White Oak
This stock contains a good percentage of 14' and 16' lengths and is of excellent widths
W. W. GARY, INVERNESS, MISS.
HARDWOOD LUMBER AND LOGS

OUR SPECIALTY
St. Francis Basin Red Gum
WE MANUFACTURE
Southern Hardwoods
Gum, Oak and Ash
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Mills and Office. QUIGLEY, ARK.
Postoffice and Telegraph Office. HETH, ARK.

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(Leading Manufacturers)

**ARCHER LUMBER COMPANY**
HELENA, ARKANSAS

Manufacturers of

**HARDWOODS**

SEND US YOUR INQUIRIES

We can furnish your entire requirements in Hardwoods

OUR SPECIALTY—RED GUM

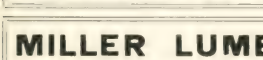
**ST. FRANCIS BASIN RED GUM**
**BAND SAWED**

Ask us to quote you delivered prices on above items. Also on other Southern Hardwood and Tennessee Aromatic Red Cedar

**GEO. C. BROWN & CO., PROCTOR, ARK.**
(20 miles from Memphis, on C. R. I. & P. Railroad)

**MILLER LUMBER CO.**
**Marianna, Arkansas**

We offer for immediate shipment the following stock 12 months and over dry:



10 cars 4/4 13 to 17" Gum Box Boards

THE FOLLOWING NINETY DAYS TO SIX MONTHS DRY:
1 car 4/4 Select and Better Cypress
2 cars 5/4 Select and Better Cypress
1 car 4/4 No. 1 Common Poplar
1 car 4/4 No. 2 Common Poplar
1 car 4/4 No. 1 Common and Better 12" White Oak
2 cars 4/4 No. 2 Common Poplar

**Our Corps of Inspectors**

Intelligent! Highly Trained!
Conscientious!

is assurance that you will get what your order calls for when you buy Gum from us

**Himmelberger-Harrison Lumber Company**
Cape Girardeau, Missouri


## NASHVILLE

Charles M. Morford and Cecil Ewing, secretary, acting for the Nashville Lumbermen's Club, have filed a complaint with the Interstate Commerce Commission against the Louisville & Nashville Railroad charging that transit rules in force at Nashville are unjust and discriminatory, and asking that the rules in force prior to November 25, 1912, be restored.

Commissioner Hines at a recent sitting in Nashville heard testimony in several complaints brought before the Interstate Commerce Commission by local lumber interests.

Acting for the Nashville Lumbermen's Club T. M. Henderson, Commissioner of the Nashville Traffic Bureau, has filed complaint with the Tennessee Railroad Commission against the Nashville, Chattanooga & St. Louis Railway and other lines, charging that present rates on lumber from many points in Tennessee to Nashville are unreasonable. Undue and unreasonable preference in favor of other points, and unjust rates from others are alleged. A general investigation and order securing equitable rates is sought in the petition.

H. A. Batchelor, Jr., head of the Tennessee Oak Flooring Company, says that business is satisfactory with his company, which has contracts for considerable business booked. This company is selling some 800,000 to 900,000 feet of oak flooring each month, with no signs of dull business there.

A. B. Ransom, president of John B. Ransom & Co., and also president of the Commercial Club of Nashville, and P. J. Loevenhart represented the

lumber interests last week with the Nashville Boosters' Club. The Boosters made a tour to New Orleans and return by way of Memphis on a special train, the purpose being for trade expansion.

The charter of the B. & M. Lumber Company has been amended increasing amount of authorized capital stock from $20,000 to $25,000.

The Adams & Hampton Lumber Company of Johnson City, Tenn., has purchased a tract of 300 acres of land near Stephens, and announces plans to build a band mill with daily capacity of 15,000 feet of lumber.

N. J. Strand of Chicago, has filed a bill in the Chancery Court here against Petros Lumber Company of Petros, Tenn., and Fred W. Black Lumber Company of Chicago. The complainant asks that the court grant an injunction restraining the Petros Company from transferring its assets to the Black Company, complainant being a minority stockholder of the Black Company. Complainant alleges that the Black Company is indebted to Petros Company in sum of $33,000 for lumber shipped to Chicago. Complainant says he is denied access to the books and affairs of the company, and seeks that an accounting be had by order of the court, and that a receiver be appointed for the Petros Lumber Company. Officers of both companies have been in Nashville in connection with the interests involved.

The Lewis-Wilson-Hicks Company, formerly of Lexington, Ky., which recently moved to Jellico, Tenn., is now developing a tract of 10,000 acres of timberland in Campbell county. The company has been operating a circular mill, and is now having installed a large band mill. The operations will consist principally of white oak and poplar.

## LOUISVILLE

The Louisville Hardwood Club is continuing to investigate fire insurance rate, in spite of the fact that the fire insurance companies are not now writing insurance in this state directly. The lumbermen believe that this is as good a time as any, as the agents have plenty of opportunity to look into the matter. A conference with the underwriters has been arranged, and a meeting will be held in the near future for the purpose of talking the situation over. The hardwood men believe that rates on local yards are entirely out of line, and that many other cities, with no better facilities in the way of fire-fighting equipment, and not so good a record in the matter of losses, are getting lower rates. The agents have shown a disposition to assist in securing a reduction in the insurance charges, and it is likely that by the time the companies come back and resume writing, the situation will be in a shape favorable to the reduction of the rates. However, the breach between the state officials and the insurance companies is as wide as ever, and there seems to be little hope of effecting a settlement in the immediate future. Most of the lumbermen are well covered as to insurance, however, and the present trouble would have to continue for months in order to cause any real hardships.

A big delegation of local hardwood men will be in Buffalo next month in attendance on the convention of the National Hardwood Lumber Association. Plans are now being made to secure a special car, and to take enough members of the trade to Buffalo to let everybody know that Louisville is on hand. T. M. Brown of the W. P. Brown & Sons Lumber Company, who is a director of the organization, and Stuart R. Cecil, of the Booker-Cecil Company, who is president of the Louisville Hardwood Club, will lead the local delegation.

The C. C. Mengel & Bro. Company is not seriously disturbed over the situation in Mexico, though operations at its logging camps in Quintana Roo, which were attacked by Federal soldiers, who confiscated commissary supplies, have been interrupted. It does not appear that the company will lose any of its logs, but on the contrary it is proceeding to get these out. Quintana Roo is just across the river from British Honduras, and the operation of the Mexican camp does not involve getting very far away from "base."

The yard of the Ruby Lumber Company, at Madisonville, Ky., was destroyed by fire May 19 with a loss of $40,000. The fire is thought to have started in an ash heap in the yard. It was necessary to call on the fire-fighters of nearby cities for help to prevent the fire from spreading to other property.

Another Louisville concern is making arrangements for a southern mill operation. The details of the plan are now being closed up, and the formal announcement of the new deal will be made in the near future.

W. P. Brown, the retired head of the W. P. Brown & Sons Lumber Company, who spent several weeks with his sons in Louisville, has returned to Indianapolis. His health has not been good for some time, but he is reported to be improving.

Edward S. Shippen, president of the Louisville Point Lumber Company, is taking a keen interest in the Mexican situation, as his son, George, is on one of Uncle Sam's battleships which are in Mexican waters. Young Shippen wrote his father a good account of the taking of Vera Cruz.

H. A. McCowen of the Ohio River Sawmill Company was in Louisville recently, coming down from his home at Salem, Ind. He is taking an active interest in the efforts of leading walnut houses, including H. A. McCowen & Co., to popularize the use of that splendid wood, and believes that black walnut will soon be back on the map strong enough to take a large part of the production for domestic factories.

## ARKANSAS

C. W. Pape on May 10 filed suit in Miller county circuit court at Texarkana against the St. Louis Southwestern Railway Company, asking


RED GUM
(Leading Manufacturers)

**Band Sawed Stock**

6 cars 4/4 1sts & 2nds Red Gum
10 cars 4/4 No. 1 Com. Red Gum
10 cars 4/4 1sts & 2nds Sap Gum
20 cars 4/4 No. 1 Com. Sap Gum
4/4 Gum Panel and Gum Box Boards
and all grades of 4/4 Oak and Ash

**JONES & DUNN, Jennie, Ark.**
Manufacturers Band Sawed Hardwoods

**BLISS-COOK OAK CO.**
BLISSVILLE, ARK.
MANUFACTURERS
Oak Mouldings, Casing, Base and Interior Trim. Also Dixie Brand Oak Flooring.
As Well As
OAK, ASH and GUM LUMBER
Can furnish anything in Oak, air dried or kiln dried, rough or dressed
MIXED ORDERS OUR SPECIALTY

**Quartered Red Gum**
Plain and Quartered Gum, Two Years on Sticks
4/4", 5/4", 6/4" and 8/4" Thicknesses
3" No. 1 Common and Better **Soft Elm** Bone Dry
**Mark H. Brown Lumber Company**
Hardwood Manufacturers Mounds, Ark.
Eleven Miles West of Memphis, Tenn.
Address Sales Dept., P. O. Box 337, Memphis, Tenn.

**Baker-Matthews Manufacturing Co.**
Sikeston, Mo.
**Band Sawn Southern Hardwoods**
SPECIALTIES
RED GUM, PLAIN OAK
SEND US YOUR INQUIRIES

COLFAX HARDWOOD LUMBER CO.

ASH OAK CYPRESS GUM

Located on L. A. R. & N. Co. COLFAX, LA. Consumers' inquiries desired

Bluestone Land & Lumber Company
MANUFACTURERS
WEST VIRGINIA HARDWOODS
Soft White Pine, Oak, Poplar, Chestnut, Hemlock
Band Sawed Stock
MILL FACILITIES COMPLETE PLANING
RIDGWAY PENNSYLVANIA

CINCINNATI
Hardwood Manufacturers and Jobbers

DAY LUMBER & COAL CO.
Mfrs. YELLOW POPLAR and WHITE OAK
GENERAL OFFICE—CLAY CITY, KY.

RIEMEIER LUMBER CO.
OAK, POPLAR, CHESTNUT
SUMMERS AND GEST STREETS

Veneers: CIRCASSIAN WALNUT AND ALL OTHER FIGURED WOODS
THE FREIBERG LUMBER COMPANY
OFFICE AND MILL, CINCINNATI, OHIO

E. C. BRADLEY LUMBER CO.
HIGH GRADE WEST VIRGINIA HARDWOODS
GOERKE BUILDING

SHAWNEE LUMBER CO.
HARDWOODS, WHITE PINE and HEMLOCK
Sales Office—South Side Station—C. H. & D. R. R.

Johns, Mowbray, Nelson Company
OAK, ASH, POPLAR & CHESTNUT
GUM AND COTTONWOOD

JAMES KENNEDY & CO., Ltd.
OAK, POPLAR AND OTHER HARDWOODS
FIRST NATIONAL BANK BUILDING

The Kosse, Shoe & Schleyer Co.
WALNUT, OAK, AND OTHER HARDWOODS
103-4-5 CAREW BUILDING

OAK TRIM and MOULDINGS

Our stock is smoothly machine run and is not excelled by any in quality or machine work. Can furnish Oak Flooring in same cars.

WE ALSO FURNISH ROUGHED OUT OAK DIMENSIONS READY FOR YOUR MACHINES

THE M. B. FARRIN LUMBER CO.

OHIO VENEER COMPANY
Manufacturers & Importers FOREIGN VENEERS
2624-34 COLERAIN AVENUE

## WISCONSIN

H. Heinrichs of Morrison is contemplating establishing a sawmill at

is seeking the co-operation of the Du Pere West Side Improvement Association in the matter of establishing a third sawmill and also a lumber mill

supplied for ten years.

Washburn's lumbering industry is now again running in full swing and

Another industry that will prove a boom for the city of Grand Rapids

will manufacture interior finishings. A new frame building, one story high and with dimensions of 36 by 70 feet, is being equipped with machinery for that purpose. A site favorable for shipping purposes was secured on the

After an idleness of about two years the sawmill of the Pelican River Lumber Company at Rhinelander has been again placed into operation by William Hardell and P. E. Kabel. A new steam nigger has been installed and other improvements made so that continuous operation is expected for

The Midland Lumber Company is making extensive improvements at two of its lumber yards, at Bloomer and Fall Creek. New lumber sheds are being provided, as well as several smaller sheds and offices for the resident managers. The construction work was done under the supervision of O. W. Nelson.

The Chippewa Manufacturing Company of Chippewa Falls is at present operating with a big force. In addition to the present output the concern has added a box department and expects to secure a good share of the trade in this vicinity.

The main river drive on the Menominee river has been started and 25,000,000 feet of logs will be driven by a crew of fifty men. W. M. Stephenson of Marinette is superintendent of this drive for the boom company of Marinette.

The Wisconsin Forest Product Laboratory at Madison has received a request from the British Columbia government for information and advice relative to preserving its timber products and to formulate a permanent timber policy. H. E. Weiss, director of the laboratory, will leave for a three weeks' trip through Canada, as the investigation is expected to be of great value to American timber interests.

The Underwood Veneer Company of Wausau is the donor of the interior woodwork which will be used in the construction of the Wisconsin building at the Panama-Pacific Exposition at San Francisco. D. E. Bowe, secretary of the Wisconsin commission, has been securing very liberal donations from Wisconsin lumbermen and manufacturers for the structure.

The A. E. White Machine Works on North Dewey and Wisconsin streets at Eau Claire will probably be replaced by a modern and larger plant if plans for Mr. White materialize. The concern manufactures various ma-

The Kaukauna Lumber and Manufacturing Company of Kaukauna is having installed an automatic sprinkler system throughout its entire plant

Automatic valves, equipped with alarm devices, are being placed every eight feet and will provide very efficient protection.

A loss of over $10,000 was sustained at the government mill at Neopit on May 16, when fire broke out in the lumber mill and destroyed the dry sheds containing all the dry lumber and stock. The Shawano fire department was called upon and assisted in fighting the flames.

The plant and lumber yards of the Sheboygan Cigar Box and Lumber Company at Sheboygan were destroyed on the evening of May 19 when fire from unknown cause started while 100 men were at work. Driven by a strong wind the fire gained rapid headway and seriously threatened a whole section of the city. Charles F. Moses and John Will are the owners. It was partly insured.

It is rumored that a new railroad is to be constructed into the northern Wisconsin hardwood section. One section from Holcombe to Ladysmith would give direct access to the immense timber holdings of the Menasha Wooden Ware Company. Another section is said to be contemplated from Winter to Hayward.

Albert Cunningham, aged seventy-one years, prominently identified with lumber and machinery interests in Milwaukee for forty years, died at his home, 423 Lake Drive, on May 13. Mr. Cunningham came to Milwaukee in 1875 from Michigan. He was an inventor of sawmill and other machinery devices. He is survived by a widow and two daughters. His first business venture was operating a sawmill at Manistee, Mich.

Among recent corporations which have withdrawn from Wisconsin are listed the following lumber concerns: Sloan-Mathieu Lumber Company, Minneapolis; Stealth Carpenter Company, Minneapolis; J. Neils Lumber Company, Sauk Rapids, Minn.; Rainy River Lumber Company, Rainy River, Ont., of all of which T. L. Shevlin, Minneapolis, is president; and the Nichols-Chisholm Company of Frazee, Minn., of which J. A. Nichols is president.

The estate of Frederick Weyerhaeuser, lumber king, is being investigated by the state of Wisconsin with a view to securing for the state treasury the inheritance tax due on Wisconsin holdings. Surprise was created at the filing of the will in St. Paul. It showed an estate of only $875,000, while it was supposed that Weyerhaeuser was one of the wealthiest men in the world. At the time of his death he was president of the F. C. Weyerhaeuser Company of St. Paul, and a director in the Chippewa Land and Boom Company, Chippewa Logging and Driving Company, Mississippi River Logging Company, Lumberman's National and First National banks of Chippewa Falls.

## The Hardwood Market

### CHICAGO

The local situation is still affected by the strike of the brick handlers, which has been one of the most disastrous strikes on record as far as tying up business is concerned. As a result, interior trim people have been extremely inactive and consequently hardwood trade selling to this class of manufacturing concerns has felt a very decided pinch in business.

In spite of such conditions and the generally unsatisfactory state of trade, there is a gratifying adherence to prices. Of course, there has been considerable price cutting, but this is rather in individual cases than as a general proposition.

Members of the local trade are maintaining their optimism, but for the most part do not seem to anticipate a marked resumption of business until fall. It is hoped that the brick strike will be settled shortly, in which case quite a little business will follow, and, also, it is rather anticipated in this section that the railroads will secure their desired increase in freight rates, which will unquestionably have a decided effect on the lumber market. The culmination of these two conditions will very likely provide a fair demand for all kinds of lumber through the summer months and up until the more normal conditions of fall, and also provide for a resumption of ordinary activity.

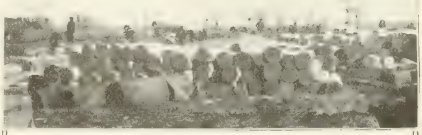
### NEW YORK

There is a better tone to the local hardwood market and to the entire lumber and business world generally, and it even may be that the delayed return to better times is close at hand. One hears many favorable comments with respect to business in the course of a day's travels and the accumulation is evidence of brighter times. The movement in local channels is showing greater volume—not a mad rush by any means, but a material increase. It is reassuring to note that talk of price-cutting is not heard so much but rather the talk is of better prices. The amount of stocks on hand in yards and factory trade is perhaps larger than has been the case for several months but there is still room for more buyers and buyers will undoubtedly be in the market for good stocks in fair volume.

### BUFFALO

The hardwood trade is quiet and shows very little improvement from two weeks ago. What increase in sales has occurred has been largely due


# Walnut for Export



A lot of splendid assorted **American Walnut** logs, squared up and ready for export, are shown in the above photograph, which illustrates a section of our exporting yard at Kansas City.

All work, from the selecting of the trees in the woods to the final loading, is done by men trained in our employ and is under our close personal supervision.

Hence we can guarantee satisfaction in both export and domestic shipments.

**FRANK PURCELL**

**Kansas City, Mo. U. S. A.**

# "ANDREWS"

# Transfer Cars

*Cross or End Piling*

Are of better, heavier design, stronger construction, more effectively cross-braced, and run easier than any other good Transfer Car offered.

*For details and prices—*

Address DRIER DEPARTMENT

The A. H. Andrews Co.

115-117 S. Wabash Avenue

CHICAGO

# Mahogany and Circassian Lumber & Veneers

¶ The largest assortment of finest figured Mahogany Logs, Lumber and Veneers in the country can be found at the Chicago plant of C. L. Willey.

¶ We are just in receipt of fifteen cars of remarkably superior Circassian Walnut Logs, large size, well-figured and of good color, which are now being cut into Veneers.

¶ A visit or correspondence from discriminating buyers of all varieties of fine Imported and Domestic Cabinet Woods in Lumber and Veneer is solicited.

¶ You will not only find the Willey warehouses well stocked with a superb collection of Circassian, Mahogany, Vermilion, Black Walnut and other fancy foreign and domestic lumber and veneers, but buyers are assured of prompt and painstaking service, and a quality of product not usually obtainable.

¶ To visit the plant take Blue Island Ave. car at the postoffice to Robey Street.

## C. L. WILLEY, Chicago

*Largest Fancy Wood Veneer and Lumber producing plant in the world*


## PHILADELPHIA

There has been no significant change from the comparative inertia in the hardwood market situation. Quiet is unbroken and it is the settled opinion of the conservative dealers that no substantial improvement may be looked for before the fall. At present business is crippled, says Frederick S. Underhill, of Wilcox, Underhill & Newbold, one of the most reliable progressive lumber firms in the East, by a deplorable, ineffective legislation, and he also believes that a material prosperity depends much upon the speedy favorable decision of the Interstate Commerce Commission in the matter of advance in freight rates requested by the Eastern railroads, and the realization of bounteous crops. It is the general belief that as long as Congress interferes in commercial legislation, so long will the monied interests suffer from a perpetual uncertainty as to the outcome, and prospective investors remain inactive. Taking the general business in this section as a whole, the showing will fall below normal for time of year. In spite of the dismal outlook, however, there is an undercurrent of confidence that things will begin to improve after the next holidays.

Although there are some concerns ready to buy ahead, providing prices are made to their liking, the average buyer continues to hold to the hand-to-mouth policy. The hardwood situation is under good control; standard woods, especially the dry kind, are scarce, and the owners are not anxious to dispose of them on a cut rate basis. Whatever shading there is in values at this time is of a personal nature and not a replica of the general situation. The placing of requirements on the boards by the railroads, presumably in a not remote future, will no doubt prove the keynote to a general acceleration of business.

## PITTSBURGH

Business is very dull. Some buying is being done on the base but as a rule [illegible] are pushing down sales to the limit. Low-grade hardwood has had a set-back the past few weeks in this respect. High-grade stock is not wanted in any such quantity. [illegible] are making purchases to [illegible] needs and are not making yearly contracts. Yard trade of course [illegible] the weather opens and [illegible] what it should be at this season.

## BOSTON

While [illegible] of sections [illegible] conditions there has also developed a very marked condition of slow business in this section. Inquiry has decreased and as the number of spring orders placed was unusually small, the movement of stock in this territory has also declined. This situation in the market is reflected in adverse forecasts by local dealers. As might be expected a general and well defined falling off in the demand has not precipitated any further noticeable cutting of prices, the dealers and manufacturers feeling that this would not remedy matters. The comparatively large offers in plain oak from various sections has put this wood in an uncertain value, with some indications that a little lower limits have been reached in some sales. Quartered oak is being used in a degree probably nearer to standard conditions than many other woods, and is bringing good market prices. Poplar is still in very poor demand but there is not so much effort to sell it as in the winter and spring and there are no recent variations in price. Ash holds to recent quotations in all thicknesses, with a fair demand. Birch and maple are not moving in any great quantity and the prices have not noticeably changed. For what beech and sycamore there is coming into the market, the recently noted thicknesses in pieces of [illegible] are being held and some business is being done at the advanced quotations.

## BALTIMORE

The hardwood trade continues to be more or less uncertain, with the movement fluctuating and the millmen and others facing stagnation, but never actually reaching this state. A seller may be apparently at the end of his string of orders when more will come in and he will be able to go on. In the end the volume of business is impressive enough, though it comes in such a way as to seem very much smaller than it is. Prices also are more or less unsettled, and in a general way the range of values is low, but the trouble is as a rule with the demand and not with quotations. If a buyer really needs the lumber, he will not haggle much over the amount he is to pay. It is also to be said that the requirements of the buyers are larger than might be supposed from surface indications,

since an inspection of stocks will usually disclose shortages where none had seemed to exist. As a matter of fact, the mills have so far managed to find an outlet for all of the lumber which they produced, and it has not been found necessary to shut down plants in order to keep stocks within easily manageable proportions. Members of the trade may have been obliged to expend more energy in locating wants, but the movement has not fallen far below the normal, and not a few of the firms and corporations even state that their trade is well up to expectations. One hardwood man here stated that for the first six months of the present year he expected to fall perhaps twenty-five per cent under last year, but he also qualified this with the further statement that the last year was the biggest in his experience. Other hardwood men tell similar stories, so that from the standpoint of volume the situation does not appear to be bad. To be sure, the big consumers, like the railroads, are out of the market, and here is where the shoe pinches. In addition, the furniture factories have curtailed their wants considerably. One of the most active woods is gum, which has undergone something of a revival, being in good request both in the domestic market and abroad. A better tone seems to have developed in chestnut of late, although relative quiet continues to prevail. In other words, there is little, if any, change, though it must be said that the outlook abroad is more encouraging. Late reports about conditions in the United Kingdom and Germany particularly are to the effect that the general business situation has improved, the recovery being manifested in the demand for lumber. As far as prices are concerned, they remain much the same, being as a rule lower than those that prevailed last year, and so far showing no indications of a stiffening. The quotations are in the main easy and would under different circumstances hold out a strong incentive to stocking up.

## COLUMBUS

The hardwood trade in Columbus and in fact all parts of Ohio is becoming more active. Demand from retailers is increasing as the building season advances and there is also a tendency to increase the orders from manufacturing plants. On the whole the tone of the market is better and future prospects appear brighter. Jobbers as well as dealers believe the season will be a good one, despite the business depression.

Yardmen are buying cautiously to take care of their current needs. Building is quite active, not only in Columbus but also in the smaller cities and towns in central Ohio, and this means a considerable demand for hardwood stocks. Dealers' stocks are not large and they are in the market both for immediate and deferred delivery. Dry stocks in manufacturers' hands are not large and this has a beneficial effect on quotations.

Some factories are in the market but generally for limited orders. Furniture factories are a little slow in buying. Prices generally are fairly strong although some irregularity is reported in certain items. There is a disposition on the part of some jobbers and manufacturers to shade prices in order to force business. Shipments are coming out promptly. Collections are not so good as desired.

The strong points in the hardwood market are quartered and plain oak and chestnut. All three are moving fairly well and prices are firm. There is a better demand for poplar also and the lower grades are moving well. Sound wormy chestnut is one of the features. Ash and basswood are firm and other hardwoods are unchanged.

## CINCINNATI

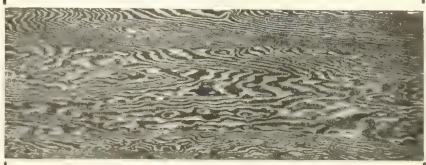
Very little improvement is noted in the hardwood situation and consequently there is much general dissatisfaction over the poor prospects for a fair business, at least during the spring, which was looked forward to after a backward winter as a period of revival. Lack of confidence in the present administration together with labor troubles is the usual cause assigned for the poor demand for hardwoods. Dealers think that little will be done in the way of manufacturing furniture and other household goods made of lumber until many of the large number of unemployed are returned to work and are able to purchase needed articles. The lack of demand among actual consumers has hurt the retail trade all over the country and this of course reflects back on the manufacturer who is simply running factories on shortest time possible. By granting the 5 per cent increase in freight rates it is thought the Interstate Commerce Commission will be making a move in the right direction as railroads will certainly put many men to work as soon as this is done and that action would be followed by other employers of labor.

Demand for quartered oak is just a little better than formerly, while plain oak in all grades sells fairly well. Poplar is very slow except in low grades, which are in good request. Common and better red gum are moving very slowly but sap gum, while not active, is in better request. Maple, cottonwood and chestnut are in light demand. All low grades of hardwoods suitable for the box manufacturers are in good request at fair prices, this being the only industry in the lumber consuming field that is holding up. In the face of a general light demand for all hardwoods prices remain firm and there is no indication at this time of weakening.

## TOLEDO

The hardwood situation is a little easier here than other lumber lines, and crating, because of its scarcity, is holding firmly as to price. Conditions are not, however, of the brightest and there is very little buying except as needed. Speculation seems to be a forgotten word and inquiries


THE GLUE THAT IS APPLIED COLD



In Flush Veneered Doors

The chief consideration is uniformly high-grade glue. Manufacturers of this modern type of door realize that its development has been retarded because the unavoidable lack of uniformity in other types of glue makes it impossible to know how long a door will stay in condition. The

Use

Of vegetable glue insures **absolute uniformity** because of the very nature of preparing it and because every pound of our raw material is rigidly inspected.

Vegetable Glue

Is also a rigid and permanent adherent; will not blister in sanding; has no disagreeable odor; will not deteriorate in standing—for a week if necessary; and can be applied cold without any heating application of any kind in the glue room. In addition, the average saving over former glue bills has been twenty per cent where vegetable glue is used.

**A DOOR MAKER SAYS:**

*McCleary, Wash., 9/30/13.*

*Perkins Glue Co.,*
*South Bend, Indiana.*

*Dear Sirs: It is now about a year since we added a veneer door department to our operations. Deciding on the glue which would give best results, we considered the most important matter in connection with this new department.*

*Investigation convinced us that your product was the one we wanted in order to turn out the most dependable doors and panels, and it has been gratifying to find that it has given us low cost as well as superior quality.*

*Yours truly,*
*CHEHALIS FIR DOOR CO.,*
*By Geo. J. Osgood.*

*GJO-BB*

Perkins Glue Company
Originators and Patentees
805 J. M. S. Building, South Bend, Indiana

THE GLUE THAT RUNS ABSOLUTELY UNIFORM

GENERAL VIEW OF MAIN SAWMILL PLANT
Equipment: Two bandes and four resaws. Daily [illegible] capacity, 150,000 feet.

# LAMB-FISH LUMBER COMPANY

## Band Mill and General Offices: Charleston, Miss., U. S. A.

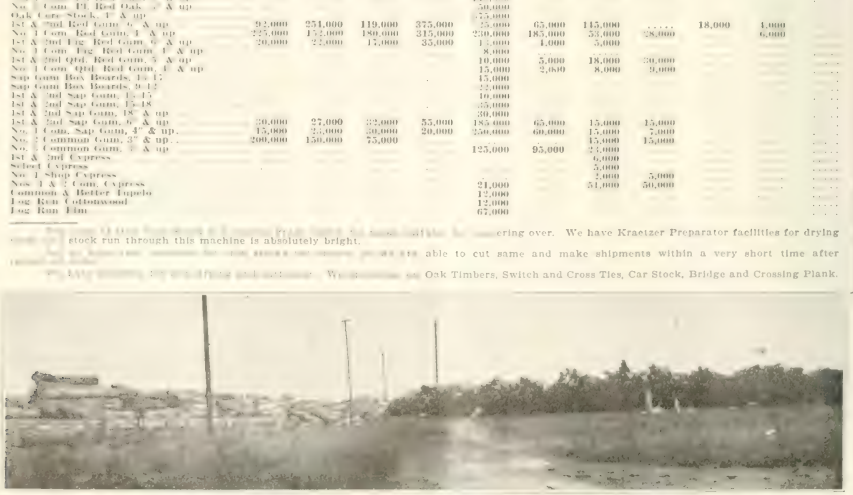
### THE LARGEST HARDWOOD MILL IN THE WORLD. ANNUAL CAPACITY, 40,000,000

CABLE ADDRESS—"LAMB." Codes Used—Universal, Hardwood, Western Union, A. B. C. 5th Edition, Okay

## STOCK LIST—Dry Lumber on Hand May 1st, 1914

| | 8/8 | 1 2" | 5/8" | 3/4" | 4/4 | 5/4 | 6/4" | 8/4" | 10/4" | 12/4 | 16/4" |
|---|---|---|---|---|---|---|---|---|---|---|---|
| 1st & 2nd Qtd. Wh. Oak, 6" & up | 90,000 | 75,000 | 20,000 | 50,000 | 90,000 | 24,000 | | | | | |
| 1st & 2nd Qtd. Wh. Oak, 10" & 12" | | | | | | 12,000 | | | | | |
| 1st & 2nd Qtd. Wh. Oak, 13" & up | | | | | | 6,000 | | | | | |
| No. 1 Com. Qtd. Wh. Oak, 4" & up | | 29,000 | | 7,000 | 60,000 | 19,000 | 1,000 | | | | |
| No. 1 Com. Qtd. Wh. Oak, 6" & up | | | | | 35,000 | | | | | | |
| No. 2 Com. Qtd. Wh. Oak, 5" & up | | | | | 23,000 | | | | | | |
| Cir. strips, Sap no Select, 5½" | | | | | 15,000 | | | | | | |
| No. 1 Com. Q. W. O. Strips, 2½" | | | | | 43,000 | | | | | | |
| 1st & 2nd Pl. Wh. Oak, 6" & up | 60,000 | 50,000 | 10,000 | | | | | | | | |
| No. 1 Com. Pl. Wh. Oak, 4" & up | 60,000 | | 10,000 | | 175,000 | | | 25,000 | | | |
| No. 2 Com. Pl. Wh. Oak, 5" & up | 30,000 | 18,000 | 35,000 | | 30,000 | | | | | | 500 |
| 1st & 2nd Pl. Red Oak, 6" & up | 30,000 | 30,000 | 26,000 | 40,000 | 15,000 | 10,000 | 35,000 | 10,000 | | | |
| No. 1 Com. Pl. Red Oak, 4" & up | 30,000 | 27,000 | 24,000 | 27,000 | 237,000 | 78,000 | 45,000 | | | | |
| No. 2 Com. Pl. Red Oak, 5" & up | | | | | 140,000 | | | | | | |
| No. 3 Com. Pl. Red Oak, 5" & up | | | | | 50,000 | | | | | | |
| Oak Cut Stock, 4" & up | | | | | 55,000 | | | | | | |
| 1st & 2nd Red Gum, 6" & up | 92,000 | 251,000 | 119,000 | 375,000 | 25,000 | 65,000 | 145,000 | | 18,000 | 4,000 | |
| No. 1 Com. Red Gum, 4" & up | 225,000 | 152,000 | 180,000 | 315,000 | 210,000 | 185,000 | 53,000 | 28,000 | | 6,000 | |
| 1st & 2nd Tup Red Gum, 6" & up | 20,000 | 22,000 | 17,000 | 35,000 | 15,000 | 1,000 | 5,000 | | | | |
| No. 1 Com. Tup Red Gum, 4" & up | | | | | 8,000 | | | | | | |
| 1st & 2nd Qtd. Red Gum, 5" & up | | | | | 10,000 | 5,000 | 18,000 | 30,000 | | | |
| No. 1 Com. Qtd. Red Gum, 4" & up | | | | | 15,000 | 2,000 | 8,000 | 9,000 | | | |
| Sap Gum Box Boards, 12-15 | | | | | 15,000 | | | | | | |
| Sap Gum Box Boards, 9-12 | | | | | 22,000 | | | | | | |
| 1st & 2nd Sap Gum, 12-15 | | | | | 10,000 | | | | | | |
| 1st & 2nd Sap Gum, 15-18 | | | | | 35,000 | | | | | | |
| 1st & 2nd Sap Gum, 18" & up | | | | | 30,000 | | | | | | |
| 1st & 2nd Sap Gum, 6" & up | 20,000 | 27,000 | 32,000 | 55,000 | 185,000 | 65,000 | 15,000 | 15,000 | | | |
| No. 1 Com. Sap Gum, 4" & up | 15,000 | 25,000 | 20,000 | 20,000 | 250,000 | 60,000 | 15,000 | 7,000 | | | |
| No. 2 Common Gum, 3" & up | 200,000 | 150,000 | 75,000 | | | | 15,000 | 15,000 | | | |
| No. 3 Common Gum, 3" & up | | | | | 125,000 | 95,000 | 23,000 | | | | |
| 1st & 2nd Cypress | | | | | | | 6,000 | | | | |
| Select Cypress | | | | | | | 5,000 | | | | |
| No. 1 Shop Cypress | | | | | | | 2,000 | 5,000 | | | |
| Nos. 1 & 2 Com. Cypress | | | | | 21,000 | | 51,000 | 50,000 | | | |
| Common & Better Tupelo | | | | | 12,000 | | | | | | |
| Log Run Cottonwood | | | | | 12,000 | | | | | | |
| Log Run Elm | | | | | 67,000 | | | | | | |

[illegible] stock run through this machine is absolutely bright. [illegible] ering over. We have Kraetzer Preparator facilities for drying [illegible] able to cut same and make shipments within a very short time after [illegible]. We [illegible] Oak Timbers, Switch and Cross Ties, Car Stock, Bridge and Crossing Plank.



VIEW OF MILL SKIDWAY, WITH PART OF LOGS STORED IN BACKGROUND—WE HAVE 6,000,000 FEET OF SELECTED HARDWOOD LOGS STORED ON OUR MILL YARD.

are not specific numerous. Right in the city the trade is fairly active owing to the large number of buildings being erected here, especially in the vicinity of the Willys-Overland Automotive plant. The concern is building in addition to its factory which will be completed, it is said, to another thousand men and this, of course, has acted as a stimulant to the building business in the city. The homes and apartments erected in Toledo are of good modern construction and much hardwood is used in their construction. There is considerable investment building in Toledo and a number of schools, large business blocks and churches would be hardwood cars. The railroads are ordering, as the factories and furniture factories have fallen off in their orders. However, the hardwood dealers generally are optimistic as to the outlook and a revival may come within a very short time. Prices are holding fairly good considering the slowness of the demand. Local yards are not well filled but there is considerable buying of stocks for immediate use only and take in small quantities as needed.

## INDIANAPOLIS

Hardwood lumber concerns report a fair business for the month of April and the month of May thus far has been fairly satisfactory. Hardwood prices seem to be holding their own and the demand is comparatively steady without any unusually large individual sales.

The vast amount of building in all parts of the state is making much business for hardwood interior trim and this trade doubtless will exceed that of last year. There is also a continuing gradual improvement in the business of manufacturing concerns using hardwoods.

While the business this year, it is thought, will not be so large as in former years, a profitable volume of trade is being predicted and the hardwood men are not offering any great amount of complaint.

## MEMPHIS

The hardwood market continues fairly active. April showed some increase over March, and May thus far has been quite as good as April. There is no disposition on the part of either consuming or distributing interests to stock up, and for this reason there is still aggressiveness and a rather striking absence of large orders. Still, in the aggregate, the volume of business is well up to normal for this time of the year. Little change is reported in prices. As a rule these are well maintained. Ash is one of the most active features of the list at the moment. The demand for this is good and offerings are not heavy, with a resultant firmness of tone. Plain red oak is coming in for rather decided activity. Otherwise the oak list is without special feature. Inquiries for red gum are increasing and more business is passing in this lumber. Prices are about the same as recently. Sap gum is a steady seller at full quotations. The lower grades of cottonwood and gum move freely. The box business is perhaps slowing down a little but is still rather above normal. Offerings are not large in either cottonwood or gum in box grades. Cypress sells fairly well in selects and there is a good demand for shops. Firsts and seconds, however, continue rather slow. Export business is increasing somewhat and the outlook in that direction is regarded as improved. Manufacturing operations are pretty full and, while there is no big business passing, it is rather noteworthy that shipments are heavy enough to prevent any particular accumulation of southern hardwoods here. Taken as a whole the situation is regarded as wholesome.

## NASHVILLE

While there is a disposition on the part of hardwood men to be pessimistic as to business in this market, the volume of trade is undoubtedly below expectations for this season of the year. There has been little variation in prices, the general disposition of sellers being to maintain values. No great activity is noted in any line, with a good sprinkling of orders for oak, ash, hickory and poplar. Chestnut continues to show a quiet tone with most of the dealers. Some nice orders are reported from flooring and box manufacturers. A fair demand is mentioned for oak flooring.

## LOUISVILLE

While the hardwood trade has not received any notable stimulus during the past two weeks, it is managing to hold up to average proportions in the matter of shipments, and business can be described as fair without being more than conservative. In fact, hardwood concerns report that their business is not far below that of 1913, which was a big year, especially during the first six months, though they admit that they do not understand how the volume is holding up, as the general condition of trade seems to be dull. The real reason is that while a good many orders are being placed, practically all of them are for immediate shipment. This means that nobody has any business on his books for future delivery, and the uncomfortable feeling of always being almost out of orders is producing the impression referred to. While consuming factories are operating, on an average, about two-thirds of their capacity, their consumption is still sufficient to require a good many orders for hardwoods. The implement and vehicle business is probably in the best condition of all consuming lines, as big crops and other favorable conditions are helping the trade of those dependent directly on the farmers. Ash, hickory and other woods needed in the farm implement trade are selling well. Quartered oak is in fair demand, a good call being experienced for

LATEST IMPROVED DRY KILNS AND MACHINERY

**MONOGRAM BRAND**

Monogram Brand **White Oak Flooring**

**Perfectly dried and worked.** Made from our own timber from one boundary, insuring uniform color and texture; manufactured at our new hardwood flooring plant.

Our Specialty:
Quarter-sawed White Oak Flooring

Thicknesses: ¾" and 13/16" Standard Widths

OAK FLOORING Your inquiries solicited. Quick shipments guaranteed

**YELLOW POPLAR LUMBER CO., Coal Grove, Ohio**

**Kentucky Lumber Company**

MANUFACTURERS

POPLAR, PLAIN AND QUARTERED OAK, RED AND SAP GUM, CHESTNUT, HEMLOCK

ROUGH AND DRESSED

MILLS AT
Burnside, Ky. Williamsburg, Ky.
Sulligent, Ala.

SALES OFFICE
606 Security Trust Bldg.
LEXINGTON, KY.

**Saline River Hardwood Co.**

Main Sales Office
**Pine Bluff, Arkansas**

Manufacturers of
**Genuine Forked-Leaf White Oak**

**Red and Sap Gum**
**Red Oak and Ash**

¶ We offer to the trade a remarkably SUPERIOR lumber product.

¶ Our TIMBER is virgin forest growth of the highest type.

¶ Our MILLS are new and produce accurately manufactured stock.

¶ Our LUMBER is all KRAETZER-CURED—treated with steam under pressure directly from the saw—insuring quick drying to light weight, freedom from seasoning defects and stick-marking, splits and stain.

¶ Kraetzer-cured lumber will "stay where you put it."

¶ Dry kiln and oak flooring plant in connection.

¶ We solicit the inquiries and orders of critical and discriminating buyers.

¶ For straight cars of Yellow Pine, or mixed cars with Oak Flooring, write LONG-BELL LUMBER COMPANY, Kansas City, Mo.

Over

**One Million Dollars**

in savings has been returned its members by the

**Manufacturing Lumbermen's Underwriters**

and there remains to the credit of members over

**Eight Hundred Thousand Dollars**

The membership, which is constantly increasing, is now composed of over four hundred of the best saw mill plants in the country. Insurance in force exceeds thirty-one million and nearly three million dollars has been paid in losses. If you have a first-class plant adequately protected and are interested in low cost fire insurance, correct policy forms, an inspection service which may save you from a disastrous fire, with the certainty of a prompt and equitable adjustment in case loss does occur, and wish a list of members and annual statement we will be glad to hear from you.

Rankin-Benedict Underwriting Co.

HARRY H. CLARK
Portland, Ore.

Attorney in Fact
KANSAS CITY, MO.

**WANTED**

All Kinds of High-Grade

**HARDWOODS**

**S. E. SLAYMAKER & CO.**

Representing
WEST VIRGINIA SPRUCE LUMBER CO.,
Cass, West Virginia.

Fifth Avenue Building,
NEW YORK

**The Tegge Lumber Co.**

**High Grade**
**Northern and Southern**
**Hardwoods and Mahogany**

**Specialties**

**OAK, MAPLE, CYPRESS, POPLAR**

**Milwaukee, Wisconsin**

## MILWAUKEE

Milwaukee hardwood consuming concerns are still inclined to buy only [illegible] seemed to be a little easier a week or so ago and this encouraged buyers to keep up their waiting attitude. As a rule, however, prices for most hardwoods have been holding firm, despite the waiting policy of many buyers. Wholesalers say that they are confident that quotations will not go lower, because stocks in most lines are light, while the demand from the building source is bound to show more activity. Basswood is about the only winter cut lumber which is arriving in the local market and shipments are light. Most of the basswood which is coming in is in fairly good condition, however. Birch is not expected until the latter part of June or the early part of July.

The general report is that northern hardwoods, in the dry stocks at least, are held in strong hands. Birch is in leading demand, although [illegible] especially large. Basswood and elm are moving fairly well. Southern hardwoods are in good request, with plain oak the leader at the present time.

Manufacturers, wholesalers and business men in most lines are hopeful that the railroads will be granted their request for a 5-per cent increase in freight rates, as it is felt that this would be one of the important [illegible]

## GLASGOW

For some time past the timber trade of Glasgow and the west of Scotland has been in a rather stagnant condition, few transactions of any great importance taking place. In no direction has the demand been active. The boom which characterized the trade of the United Kingdom generally is by no means being maintained. Conditions taken all over are in a depressing state. Shipbuilders are moderately well employed, but the briskness of the past year cannot be maintained for any length of time because of the present orders on hand are worked off there is nothing on contract to take their places. In fact, shipowners are beginning to realize that the laying up of vessels, talked of some time ago, will soon be the order of the day. The competition for freight engagements is particularly keen at present, which produces the only possible result, viz., the lowering of rates. Under ordinary circumstances the reduction of freights is to be desired, but after having reached and remained at such a high level for a good period it falls rather hard on shippers who have contracted for their needs at the higher rates. Though still far from brisk there appears to be a little more call for housebuilding material, and any improvement in this industry, it is hardly necessary to observe, would prove welcome. Packing case makers on the whole are fairly well employed at present.

Among the more important arrivals are the Hydra and Marina from New Orleans and Baltimore respectively. Both carried their usual assorted cargoes. In the former oak boards, plain and quartered, oak strips, poplar, hazel pine, California pine, oak staves, pitch pine deck planking, hickory and ash logs predominated, while in the latter the usual railway oak scantlings, oak boards, poplar, hickory and walnut logs were the principal items. Of the two shipments a fair quantity was sold on an ex quay basis, but in the case of the logs a good proportion, especially of hickory, was stored. The market for hickory is at present well stocked, the quantity in store being capable of supplying requirements for some time to come, so that further consignments should not be made. The steamship Kylemhor from Mobile brought forward a large quantity of pitch pine logs, also hickory and ash, and in addition, oak boards and planks. The oak throughout was of poor quality and oak boards of southern quality are in poor request. The various liners from St. John have all brought forward parcels of spruce, birch planks and logs, and all have sold particularly well.

A large quantity of Finnish whitewood has come in during the past month, principally on contract. Other parcels have come in and have been sold ex quay for the most part.

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Each initial or number counts as one word. Count the name and address. No display except the heading will be allowed.

Remittance to accompany the order. No CASH discount for payment of paper containing the advertisement.

## EMPLOYES WANTED

WANTED—SUPERINTENDENT

Log & Cross Tie Operation. One fully qualified man to supervise woods jobbers. Must be good at handling men & machinery. Address, Box 541, care Hardwood Record.

CAPABLE SALESMAN WANTED

To call upon shipbuilding, dock and bridge building trades in Chicago territory.
NATIONAL TIMBER CO., Mobile, Ala.

## EMPLOYMENT WANTED

WANTED—EMPLOYMENT

When you want a salesman for New York state territory, write us. We can supply you with a good one. EMPIRE STATE ASSOCIATION of Wholesale Lumber & Sash & Door Salesmen. Chas. Johnson, Sec'y, 96 Kirkland Rd., Rochester, N. Y.

## LUMBER WANTED

WANTED

150 M 12, 2" No. 1 common Poplar in 10' and 14' lengths.
Woods & Brooks Co., Buffalo, N. Y.

## LOGS WANTED

WANTED—BLACK WALNUT LOGS

500 cars good black walnut logs, 10" and up in diameter, 6 ft. and up long. Will inspect at shipping point and pay cash.
GEO. W. HARTZELL, Piqua, Ohio.

## TIMBER FOR SALE

FOR SALE—20 MILLION FEET

Hardwoods delivered at mill site in Florida. Low prices; easy terms; rail and water transportation.
C. O. SHEPARD, 101 W. 85 St., New York, N. Y.

$15,000,000.00.

We have about fifteen million dollars' worth of timber lands for sale. Write us what you want. Interests in timber lands, cutover lands, mill machinery, mills for sale, arranging loans, selling and exchanging cutover lands, and a general real estate business. If you want to buy or sell write us. THE JANESVILLE EXCHANGE, Timber Dept., Janesville, Wisconsin.

## LUMBER FOR SALE

FOR SALE—1,000,000 FEET

Lumber, furniture and cedar manner to be dressed and manufactured this year.
SMITH, DIES & ALEXANDER,
Independent Sts. and Central Ave., Nashville, Tenn.

## DIMENSION STOCK WANTED

WANTED

Hard Maple Squares and Rock Maple Squares.
THE E. H. FITLER CO., Manchester, N. H.

WANTED

Hard Maple and Beech Squares 42", 44", 48" long, plump 1" x 1". Must be clear and straight. If you have any to offer write us. Will take them dry or green.
THE COLUMBIA MFG. CO.,
New Philadelphia, Ohio

WANTED

DIMENSION OAK

Plain and Quartered

Various sizes for chair and table factories

Send to us for specifications and prices.

INDIANA QUARTERED OAK CO.

7 East 42nd Street,

New York.

## TIMBER LANDS FOR SALE

TIMBER INVESTMENTS

We have a number of timber tracts offered for sale that are probably the most enticing investments offered in America today. Our list consists of all varieties of timber in different size tracts. We can please the most discriminating. Would be pleased to submit proposition on receipt of your requirements.
GREAT NORTHERN INVESTMENT CO.,
Main offices: Janesville, Wis.

FINE TIMBER TRACTS.

We have a number of timber tracts for sale in most all states at low prices and reasonable terms. Have few bargain tracts that are offered for quick sale. Write us what you want, we have it. THE JANESVILLE EXCHANGE, Timber Dept., Janesville, Wis.

ADIRONDACK HARDWOODS

Can fill orders about Adirondack yard, maple and beech and more surrounding timber available. Have large stock of sawlogs on the market for quick delivery. WILL A. SHERMAN LUMBER COMPANY, Limited, Ltd.

TIMBER INVESTMENTS

We have a number of timber tracts offered for sale that are probably the most enticing investments offered in America today. Our list consists of all varieties of timber in different size tracts. We can please the most discriminating. Would be pleased to submit proposition on receipt of your requirements.
GREAT NORTHERN INVESTMENT CO.,
Main Offices: Janesville, Wis.

## MACHINERY FOR SALE

FOR SALE

One 44-inch Log & Bean band Sawmill outfit, complete; 2 McIlvain & Spiegel boilers, modern make, engine Houston, Stanwood & Gamble, self-contained engine; gang edger and trimmer, swing crosscut line shafting, belting, pulleys and carriage, all filing room machinery, complete with 7 or 8 good saws, everything complete in first-class condition. Can be bought quick at a big bargain. Address
JOSEPH L. LACKNER, Trustee in Bankruptcy,
ROCKPORT SAWMILL CO., 2208 Union Central Bldg., Cincinnati, Ohio.

FOR SALE—CIRCULAR SAWMILL

Capacity 5 to 10 M per day; 25 HP. Atlas engine and boiler. Will take part pay in lumber. Address, "BOX 59," care Hardwood Record.

FOR SALE

Two Portable Sawmills, 40 H. P. each. Each mill has butting saws and gang edgers, together with steam pump, which is large enough for ample fire protection. Also several 8-wheel log wagons, one heavy team of oxen (five yoke). This material is in first-class condition and can be inspected upon the grounds. We might negotiate for part payment in lumber. Communicate with J. P. Lynch, Manager, JOHN SCHROEDER LBR. CO., Georgetown, Miss.

## BUSINESS OPPORTUNITIES

WANTED ADDITIONAL CAPITAL

for Hardwood Mill, excellent location, timber supply inexhaustible, present capital $40,000; assets, $135,000; liabilities, $45,000. Plant in operation, excellent logging equipment. $30,000 additional capital desired. Located on navigable stream, shipment by rail or water, within city of 30,000. Finest opportunity of today. Address "BOX 55," care Hardwood Record.

LOGGING & SAWING OPPORTUNITY

The owner of the timber on 3,000 acre tract in West Virginia, largely Oak and on a railroad, desires to communicate with a practical man or company with suitable logging equipment and sawmill capable of cutting at least a half million feet per month. Address
"BOX 56," care Hardwood Record.

**WANTED MILL (BAND PREFERRED)**

to cut 5,000,000 feet extra fine Oak and other hardwoods in central Louisiana uplands, on profit sharing or other liberal arrangement. Plenty more fine timber adjoining. Address "BOX 90," New Orleans, La.

**FOR SALE**

I large band sawmill, everything in first-class condition; mill capable of producing from 25 to 40,000 ft. per day; located on Green River, Ky., with plenty of Oak, Ash, Poplar and Hickory timber within easy and low freight rate by rail; also considerable timber available by river. About 2,000 feet of siding passing the skidway, running through the lumber yard and can be operated as economically as any hardwood plant in the country. Can be bought quick at a bargain. Address JOSEPH L. LACKNER, Trustee in Bankruptcy, ROCKPORT SAWMILL CO., 2208 Union Central Bldg., Cincinnati, Ohio.

**TIMBERLANDS FOR SALE.**

We are in a position to supply you with any kind of timber that your needs require anywhere in the United States, Canada, Mexico, Cuba and Republic of Panama. Our list comprises over $60,000,000 worth of timberlands. Write for copy.

GREAT NORTHERN INVESTMENT CO.,
Main Offices: Janesville, Wis.

**PLAN SERENE'S SERVICE**

procures cash for sellers—long time for buyers on proof of delivery to transportation line. Write Plan Serene, 204 E. Wiley Ave., Bluffton, Ind.

**FOR SALE.**

**PLANT AND EQUIPMENT**

Including Locomotives, Gondolas, Derricks, Hoisting Engines, Boilers, Concrete Mixers, Rock Drills, Buckets, Pumps, Engines, Elevators, Conveyors and Camp Equipment.

**ALABAMA POWER COMPANY**
Engineering Department,
Birmingham, Alabama.

## MISCELLANEOUS

**OAK, POPLAR, ASH**

**and all other hardwoods, in all grades and thicknesses, can be readily sold if advertised in the Wanted and For Sale section of HARDWOOD RECORD. If you have a large stock you want to sell try a few lines in this department and see what a lot of inquiries they will bring you**

**TIMBERLANDS FOR SALE**

We are in a position to supply you with any kind of timber that your needs require anywhere in the United States, Canada, Mexico, Cuba and the Republic of Panama. Our list comprises over $60,000,000 worth of timberlands. Write for copy.

GREAT NORTHERN INVESTMENT CO.,
Main Offices: Janesville, Wis.

**LUMBER RULES**

Our own process of black enamel ink insures perfect, permanent lettering with no injury to the rule, as with burnt lettering. Double riveted head, the rivets moulded into the brass.

Tool Steel Blade
Oil Tempered
Riveted Handle

*The best of selected hickory used exclusively.*

**AMERICAN RULE & MFG. CO.**
**Nashville, Tenn.**

**BUYERS OF HARDWOODS.**

**Do you want to get in touch with the best buyers of hardwood lumber? We have a list, showing the annual requirements in lumber, dimension stock and veneers and panels of consumers of those materials throughout the United States and Canada. The service is free to advertisers in the RECORD. It will interest you. Write us for further information about our "Selling Lumber by Mail System."**

HARDWOOD RECORD, Ellsworth Bldg., Chicago.

**CHICAGO**

**E. H. KLANN LUMBER CO.**

**Cottonwood, Gum, Oak, Ash, Cypress, Yellow Pine, Dimension Stock**

**819 FISHER BLDG. HAR. 1187**

**COUNTERFEIT CHECKS**

are frequent except where our Two Piece Geometrical Barter Coin is in use, then imitation isn't possible. Sample if you ask for it.

S. D. CHILDS & CO.
Chicago

We also make Time Checks, Steel Dies and Log Hammers.

**GERLACH**

Circular, Band and Cylinder Saws, New Roller Saw Swages and Sharpeners

Are unexcelled in Europe or America. We use the best steel, the finest equipment and have sixty years behind us.

THE PETER GERLACH COMPANY
Cleveland Sixth City

If you are not a subscriber to HARDWOOD RECORD and have a suspicion that you would like to see a copy, it is yours for the asking.

**GIBSON TALLY BOOK**

This three-throw tally ticket cover is made from aluminum, and accommodates four tally tickets—4½x8½ inches in size.

Folds compactly to less than one-fourth inch in thickness and fits side or inside coat pocket.

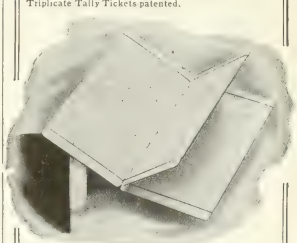
Gives large area of four tickets for complicated tallies, or straight grade can be made on one page.

Accommodates any form of tally ticket desired.

Special, patented, triplicate tally tickets supplied, printed on waterproof paper with carbon backs. Tallies made on these tickets are unalterable. Their use enables the inspector to retain triplicate, and forward original and duplicate. Duplicate designed to be attached to invoice.

These tally books are perfection for durability, convenience, accuracy, and for systematizing the inspection and measurement of lumber.

Patent applied for on covers. Copyrighted, 1910. Triplicate Tally Tickets patented.



**PRICE LIST**

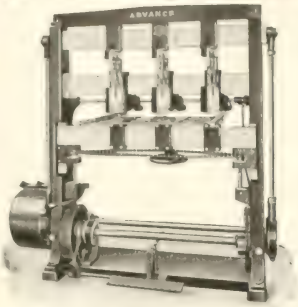
| | |
|---|---|
| Aluminum Tally Covers, each | $ 1.00 |
| Aluminum Tally Covers, per dozen | 10.00 |
| Patented triplicate Tally Tickets (stock form) per 1,000 | 10.00 |
| Single sheet manila (stock form) Tally Tickets, per 1,000 | 4.00 |

Specimen forms of Tally Tickets mailed on application. Covers sold on approval to responsible concerns.

Manufactured by

**Hardwood Record**
**537 S. Dearborn St., CHICAGO**

## Wire Stitching Machinery



FOR

Crates, Veneer and Resawed Lumber Boxes, Also Wire and Metal Bound Boxes,

FRUIT PACKAGES, BASKETS, FIBER SHIPPING CASES, PAPER BOXES AND SPECIAL PURPOSES

ASK FOR CATALOGUE

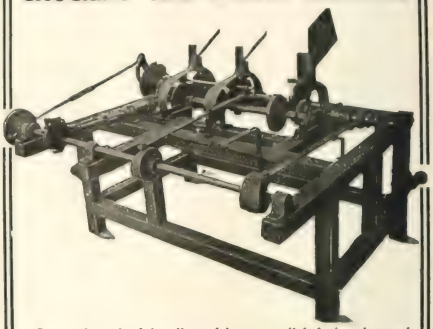
Manufactured by

**SARANAC MACHINE COMPANY**

BENTON HARBOR, MICH., U. S. A.

## Broom Handle

**CHUCKING AND BORING MACHINE**



It rounds end of handle and bores small hole in other end automatically at same time. Capacity, 45,000 handles in ten hours. All the operator has to do is to keep the handles fed to the machine. Used by the largest producers. Write for details and price.

**CADILLAC MACHINE CO.**

**Makers of Handle Makers Tools. CADILLAC, MICHIGAN**

## Kiln Truck

We make all styles of Kiln Trucks and Transfer Cars. They are roller bearing, steel or malleable iron wheels. We have one contract for twelve hundred of these trucks, with eight-inch wheels.

Always a large stock of material on hand. Can make prompt shipment.

**The National Dry Kiln Co.**

**Indianapolis, Ind.**

## ELEPHANT RUBBER BELTING

**AIR DRILL AND AIR TOOL**

**HOSE**

**STEAM**
**WATER**
**SUCTION**

**EXTRA QUALITY**

Recommended for hard service and guaranteed to do the work

SELLING AGENTS

CRANE COMPANY - - - ALL BRANCHES
STANDARD EQUIPMENT CO., MOBILE, ALA
ALBANY MILL SUPPLY CO., ALBANY, GA.

**THE MECHANICAL RUBBER COMPANY**

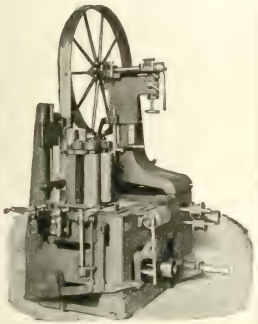
(Chicago Rubber Works)

**307 W. Randolph Street, CHICAGO**

**ESTABLISHED 1882**

# NO LIMIT

*a Specialty—Not a Side Line*



NEW Standard 54-Inch Band Resaw

Hickory, N. C.,
Nov. 3rd, '13.

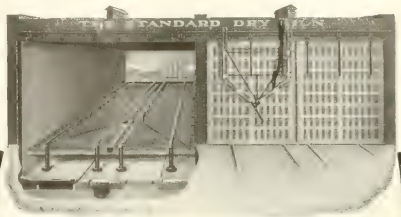
Gentlemen:

We have three of your Band Resaws, one Ideal, one Standard Perfected, and one of your NEW Standard 54", all of which are running with **entire satisfaction at small maintenance cost**, and there seems to be **no limit as to the amount we can get through.**

Yours truly,
Hutton &
Bourbonnais Co.

**Wm. B. Mershon & Co.**
SAGINAW MICH.






## Recently Installed Another Standard Dry Kiln

Seven years ago The Eckman Furniture Co., of Jamestown, N. Y., put in a Standard Moist Air Dry Kiln. Its success is shown by their recent order for another kiln and by this letter:

"We are drying oak, maple and birch in these kilns to our entire satisfaction. We can conscientiously recommend the Standard Dry Kiln."
ECKMAN FURNITURE CO.

In the Standard Kiln, the drying elements are always absolutely under the control of the operator and it is a simple matter to adjust them so as to precisely suit the special requirements of *your* product. Write for the catalog, containing a list of hardwood manufacturers who use the Standard Kiln. Address: The Standard Dry Kiln Co., 1509 McCarty St., Indianapolis, Ind.

# Phoenix 6 ft. Pony Band Mill

Will cut 30,000 feet of 1" lumber in 10 hours and cut it good.

**Nearly 200 of these mills sawing wood in the U. S. A.**

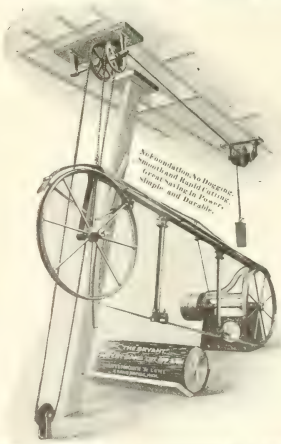
PRETTY GOOD RECOMMENDATION, ISN'T IT?

**MODERATE PRICE**

**PHOENIX MFG. CO.**
EAU CLAIRE WISCONSIN



## An Up-to-date Cross-Cutting Machine




Can be motor-driven and mechanically fed if desired

**BUTTERWORTH & LOWE**
229 Huron Street Grand Rapids, Mich.

# HORSELESS SKIDDING

Skidding with mechanical rehauls to return lines to the woods is becoming more and more popular. Greater speed and independence from weather conditions constitute the principal reasons for this :–

YOU WILL BE INTERESTED IN HEARING & SEEING WHAT OTHERS ARE DOING WITH CLYDE MECHANICAL REHAUL SKIDDERS. *Write us and we will arrange to Show you*

**CLYDE IRON WORKS**

DULUTH, U. S. A.

## A Prominent Veneer Man says:

¶ "I believe your new service showing the exact requirements of the Veneer and Panel Trade to be highly accurate, and a necessary part of the office equipment of any progressive veneer or panel factory."

¶ The same information would cost you thousands of dollars. The cost of our service is a small fraction of that.

¶ Ask your competitor to tell you how it has helped him, and then write us for details.

HARDWOOD RECORD, CHICAGO, ILL.

# VENEERS AND PANELS

## Ahnapee Veneer & Seating Co.

HOME OFFICE, FACTORY AND VENEER MILL, ALGOMA, WIS.
VENEER AND SAWMILL, BIRCHWOOD, WIS.

We manufacture at our Birchwood plant single ply veneers of all native northern woods and deliver stock that is in shape to glue.

From our Algoma factory, where we have specialized for twenty years, we produce panels of all sizes, flat or bent to shape, in all woods, notably in Mahogany and Quarter-Sawed Oak.

We make no two-ply stock, and do not employ sliced cut quartered oak. Our quartered oak panels are all from sawed veneer.

Every pound of glue we use is guaranteed hide stock. We do not use retainers. Our gluing forms are put under powerful screws and left until the glue has thoroughly set.

If you seek a guaranteed product that is the best, based on results accomplished by most painstaking attention and study of every detail, combined with the use of the best stock and an up-to-date equipment, our product will appeal to you.

If you are a "price buyer" we probably cannot interest you.

## B. C. JARRELL & CO.

MANUFACTURERS OF

**High Grade, Rotary-Cut Gum**

**VENEERS**

**Cut right; dried right; prices right**

HUMBOLDT, - TENNESSEE

## HB OAK VENEERS HB

Reg. U.S. Pat. Off.

in

**Sliced and Sawed Quartered and Plain White and Red Oak**

*Walnut Cherry Ash Maple*

Also Band Sawn Lumber in These Woods

**Hoffman Brothers Company**

FORT WAYNE, IND.

Established 1867 Incorporated 1904

## Custom Mill Work, Storage, Inspection

ON

**Foreign Fancy Woods, Mahogany, Cedar, Circassian**

We receive the logs, store or warehouse them, manufacture them into lumber, cut or saw veneers, pile and store the product, and ship via any railroad. Also furnish inspection returns on logs or lumber. Can furnish accommodations and economies which it is impossible to secure elsewhere. We always have on our yards parcels of plain and figured African, Mexican and Cuban Mahogany, Circassian Walnut and Cedar logs, placed here for sale by direct foreign shippers, from which advantageous purchases can be made.

**Astoria Veneer Mills & Dock Co.** Long Island City, New York

## *Veneers and Panels with a Reputation*

WE manufacture Veneers in all the native woods and for all purposes. Also Built-up Panels in native and foreign woods—three and five-ply—and have established a reputation for furnishing high-grade material. Send us your inquiries and orders and become one of our satisfied customers.

***Underwood Veneer Co.*** ***Wausau, Wis.***

# MICHIGAN

FAMOUS FOR HARD MAPLE AND GREY ELM

## "Ideal" Steel Burnished Rock Maple Flooring

is the flooring that is manufactured expressly to supply the demand for the best. It is made by modern machinery from carefully-selected stock and every precaution is taken throughout our entire system to make it fulfill in every particular its name—"IDEAL."

ROUGH OR FINISHED LUMBER—ALL KINDS

*Send Us Your Inquiries*

**I. Stephenson Co., Trustees - WELLS, MICHIGAN**

## "Chief Brand" Maple and Beech Flooring

in 3/8, 1/2 and 13-16 and 1 1-16 inch Maple in all standard widths and grades, will commend itself to you and your trade on its merits alone

WRITE US, WE CAN INTEREST YOU

**Kerry & Hanson Flooring Co.**

GRAYLING, MICHIGAN

## EAST JORDAN LUMBER CO.

EAST JORDAN, MICHIGAN

*We offer the following Dry Stock:*

4 cars 1x7" and up No. 1 Common and Better Maple.
1 car 8/4 No. 1 Common and Better Maple.
10 cars 4/4 Full log run Beech.
5 cars 5/8 Full log run Beech.
5 cars 4/4 End dried White Maple.
1 car 4/4 No. 2 Common and Better Soft Maple.

WINTER CUT PROMPT SHIPMENT BAND SAWN

## Von Platen Lumber Co.

Iron Mountain, Michigan

MANUFACTURERS OF

BIRCH BASSWOOD ELM MAPLE

200 M ft. of 8/4 No. 2 Com. & Better Maple
100 M ft. of 8/4 No. 3 Com. Maple
30 M ft. of 12/4 No. 2 Com. & Better Maple
200 M ft. of 6/4 No. 2 Com. & Better Birch
100 M ft of 4/4 No. 1 and 2 Com. Birch

We Solicit Your Inquiries

SHIPMENTS VIA C. & N. W.—C., M. & ST. P.—W. & M

**S. L. EASTMAN FLOORING CO.**
SAGINAW BRAND
**MAPLE FLOORING**
SAGINAW, MICH.

## HARDWOOD RECORD'S

strongest circulation is in the region where things are made of wood—WISCONSIN, MICHIGAN, ILLINOIS, INDIANA, OHIO, PENNSYLVANIA, NEW YORK and the East

IT'S the BEST SALES MEDIUM for HARDWOOD LUMBER

## Scott & Howe Lumber Co.

Ironwood, Mich.

## Medford Lumber Co.

Medford, Wis.

Sales Office, Oshkosh, Wis.

We are manufacturing a large stock of Birch, Maple, Elm, Basswood and Brown Ash logs. We shall soon have 10,000,000 feet of winter-sawed stock dry and fit for shipment. We solicit inquiries for all kinds of stock in the above woods for shipment shortly after June 1.

# BUFFALO

## The Foremost Hardwood Market of the East

Standard Hardwood Lumber Co.
**OAK, ASH and CHESTNUT**
*1075 Clinton Street*

G. ELIAS & BRO.
**HARDWOODS**
White Pine, Yellow Pine, Spruce, Hemlock, Fir, Lumber, Timber, Millwork, Boxes, Maple and Oak Flooring
955-1015 ELK STREET

BUFFALO HARDWOOD LUMBER CO.
We want to buy for cash
OAK, ASH AND OTHER HARDWOODS
All grades and thicknesses.
Will receive and inspect stock at shipping point.
Branch yard, Memphis, Tenn.
940 Seneca Street, BUFFALO

Hugh McLean Lumber Co.
OUR SPECIALTY:
*QUARTERED WHITE OAK*
940 ELK STREET

T. SULLIVAN & CO.
SPECIALTIES:
*Gray Elm, Brown Ash*
Pacific Coast Fir and Spruce
2 ARTHUR STREET

YEAGER LUMBER COMPANY, Inc.
SPECIALTIES:
**Oak, Ash and Poplar**
932 ELK STREET

ANTHONY MILLER
**HARDWOODS OF ALL KINDS**
893 EAGLE STREET

The above firms carry large and well assorted stocks of all kinds and grades of Hardwoods, and have every facility for filling and shipping orders promptly. They will be pleased to have your inquiries.

Manufacturers
Gum
Oak
Cypress

# General Lumber Company

Cottonwood
Maple
Elm

Memphis, Tenn.

## Little River Lumber Company

**TOWNSEND, TENN.**

WE continue cutting Hardwoods and Hemlock out of big, smooth, clean, prime logs, and we give special attention to the making of stock that is hard to make and is required in heavy thicknesses and special widths and lengths. We are in shape now to cut Poplar, in any widths or thicknesses desired. Also are getting into the mill a fine lot of Chestnut logs that can be cut to order. A little later on will be glad to talk Southern Mountain Maple with you—IT IS SURE FINE. Also Hemlock in all widths and all grades.

**We Continue to Solicit the Business of**

**Discriminating Buyers of High Grade Smoky Mountain Hardwoods and Hemlock**

## AT CLARENDON, ARKANSAS

We have, in course of construction, the largest and most modern rotary veneer plant in this country. We will make a specialty of rotary cut gum that is manufactured and dried right.

FOR PARTICULARS ADDRESS

## CHICAGO VENEER CO. Inc. DANVILLE, KY.

# YELLOW POPLAR

MANUFACTURERS OF BAND SAWED
POPLAR
QUARTERED OAK
PLAIN OAK
CHESTNUT
BASSWOOD

White Oak Flooring

SPECIALTY
QUARTER SAWED
WHITE OAK

Coal Grove, Ohio, U. S. A.

# LUMBER CO

VENEER AND PANEL MEETING

# Hardwood Record

Nineteenth Year, Semi-Monthly.

CHICAGO, JUNE 10, 1914

Subscription $2. Single Copies, 10 Cents.

We are prepared to ship promptly on receipt of order

**Hardwoods of All Kinds**

from our Philadelphia Yard or direct from our Mills.

**Specialties**

- 7 in. x 24 in. No. 1 Heart Split Cypress Shingles.
- 5-8 Soft Yellow Tennessee Panel Poplar 18 in. and over.

**J. Gibson McIlvain & Co.**
1420 Chestnut Street, Philadelphia, Pa.

**Memphis Band Mill Co.**
Manufacturers
**HIGH GRADE LUMBER**

QUARTERED WHITE OAK
PLAIN WHITE OAK
QUARTERED RED OAK
PLAIN RED OAK
RED GUM SAP GUM
COTTONWOOD

ALL BAND SAWN

LET US QUOTE YOU PRICES

Memphis Tennessee

**CARTIER-HOLLAND LUMBER COMPANY**

SPECIAL LIST STOCK FOR FURNITURE TRADE

50,000 ft. 8/4 Log Run Beech

CRATING

175,000 ft. 1x6 and wider White Pine Crating
300,000 ft. 1x4 No. 4 White Pine Crating
Basswood

REMEMBER,

MICHIGAN TRUST BUILDING
Grand Rapids, Michigan
MILL Ludington, Michigan

# MICHIGAN

FAMOUS FOR HARD MAPLE AND GREY ELM

## CADILLAC GRAY ELM

was used for finish in the living room of the Michigan-Wisconsin Bungalow at the Chicago and New York Forest Products Expositions. The wood has an attractive figure, shows delicate shadings, is peculiarly susceptible of color staining, and when properly finished gives a decidedly rich effect.

The lumber is of excellent quality, easy to work, and, unlike other varieties of elm, it does not check, shake, twist or warp more than ash or oak.

It is used extensively for furniture and interior finish.

We will send you prepaid finished samples of Cadillac Gray Elm if you would like to see this beautiful native wood.

**COBBS & MITCHELL, Inc.**

Manufacturers of Michigan Hardwoods

**Sales Dept., CADILLAC, MICH.**

## Michigan Trees and Mitchells Products

We have published an illustrated booklet with the above title for lumber users and shall be glad to send you a copy upon request.

This reference book contains pictures of our Michigan trees, describes the character and uses of our various woods, and explains our products and the form in which they are offered to the trade.

We sell only
CADILLAC QUALITY LUMBER
Send for our Stock List

**Mitchell Brothers Company**

**Sales Department CADILLAC, MICHIGAN**

## W. D. YOUNG & CO.

MANUFACTURERS

**FINEST MAPLE FLOORING**

KILN DRIED, HOLLOW BACKED
MATCHED OR JOINTED
POLISHED AND BUNDLED

**Hard Maple, Beech and Birch Lumber**

1 TO 6 INCHES THICK WRITE FOR PRICES

**BAY CITY, :: :: MICHIGAN**

THE

## Kneeland-Bigelow Company

**Hardwood Manufacturers**

150,000 ft. 6/4 No. 2 Common & Better Beech
12,000 ft. 10/4 No. 1 Common & Better Basswood
50,000 ft. 6/4 No. 3 Common Elm

All of the above stock is nicely manufactured, being band sawed, trimmed, and well seasoned. We are prepared to quote attractive prices for this material for immediate shipment.

**BAY CITY, MICH.**

## A floor to adore

For thirty-three years Wilce's Hardwood Flooring has been among the foremost on the market and because it always looks "unexcelled" in the end, everyone says the manufacturer has kept abreast of modern methods and the advanced demands of the trade. To convince yourself of the above statements, try our polished surface floor—our tongued and grooved, border backed, with machine made end holes for blind nailing—you'll find it reduces the expense of laying and polishing.

*Our Booklet tells all about Hardwood Flooring and how to care for it—also prices—and is free.*

**The T. Wilce Company**

22nd and Throop Sts. CHICAGO, ILL.

**Clarence Boyle, Inc.,** 312 Portland Block Chicago

WHOLESALE LUMBER

*Always in the market for OAK, GUM and POPLAR*

**Hayden & Westcott Lumber Co.**

**SPECIAL RAILROAD DEPT.**

**Hardwoods = Softwoods**

**823 Railway Exchange Building, Chicago, Ill.**

## FLANNER-STEGER LAND & LUMBER CO.

WANTED—TO MOVE QUICK

- 2 CARS 5/4 x 12" & WIDER 1st & 2nd BASSWOOD
- 4 CARS 3" ROCK ELM BRIDGE PLANK
- 800,000 FEET NO. 3 HEMLOCK
- 100,000 FEET 4/4 BOX COMMON BIRCH

*SEND US YOUR INQUIRIES*

MILLS: BLACKWELL, WISCONSIN

GENERAL SALES OFFICE 1704 STEGER BLDG., CHICAGO, ILL.

If you want to reach the wholesale consumers of hardwood lumber throughout the United States, a HARDWOOD RECORD advertisement will do it for you.

If you want to reach the hardwood manufacturers of the United States, a HARDWOOD RECORD advertisement will do it for you.

The HARDWOOD RECORD represents high-class, special, class circulation, with a minimum of waste circulation.

Ask any HARDWOOD RECORD advertiser for experience on results.

# CHICAGO

THE GREATEST HARDWOOD MARKET IN THE WORLD

## VENEER

FOREIGN:

MAHOGANY, Mexican, Honduras, East India, Cuban, and African.

ENGLISH BROWN OAK

CIRCASSIAN WALNUT

STILE, RAIL and PANEL FACES in all thicknesses.

DOMESTIC:

OAK, plain and quartered, rotary cut, red and white.

GUM, figured and plain.

MAPLE, bird's-eye and plain.

POPLAR, BIRCH, ELM, BASSWOOD, YEL. PINE

For faces, centers, backs, cross-banding and bottoms.

## LUMBER

MAHOGANY,
CIRCASSIAN WALNUT,
AM. (Black) WALNUT,
RED CEDAR.

**PANELS**

1/4", 5/16", 3/8", 3-ply and 5-ply STANDARD SIZES

**HUDDLESTON-MARSH LUMBER COMPANY, 2252 Lumber St., CHICAGO, ILL.**

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CIRCASSIAN
AMERICAN **WALNUT**

**R. S. BACON VENEER CO.**

**Veneer Mill and Warehouse**

213 N. Ann St. : : : CHICAGO

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# MAHOGANY

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## WE HAVE IT

DOOR STOCK, CUT TO SIZE OR IN SHEETS.
POPLAR, GUM, BIRCH, BEECH, ASH, OAK, ELM, MAPLE, BASSWOOD, PINE OR CYPRESS.
CROSSBANDING, FACES, BACKS, DRAWER BOTTOMS AND BACKING.
ROTARY CUT, PLAIN OR QUARTER SAWED HARD MAPLE PIN BLOCK STOCK.
QUARTERED OAK, ETC.

BY THE CARLOAD OR L. C. L.

MILLIONS OF FEET ON HAND AT ALL TIMES

WRITE US ABOUT IT

**J. J. NARTZIK, 1966 to 76 Maud Ave., Chicago, Ill.**

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## CHOICE BIRCH AND MAPLE—10,500 ACRES

I offer the above tract of best quality and splendidly located timber in Ontario, ten miles from Sault Ste. Marie, Ontario, a town of 25,000 population. Will cut 90% birch and maple. Estimated by George F. Beardsley, cruiser of Grand Rapids, Mich. Location and mill site on deep water. Can ship either by water or rail. Lands in fee simple—no crown dues, no export restrictions. Close to American Soo. Easy logging. Reasonable price and terms.

**William H. Ranson,** Sault Ste Marie, **Mich.**

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## J. RAYNER
## VENEERED PANELS

ALL WOODS

SEND FOR STOCK LIST

## MAHOGANY LUMBER

CARROLL AVE. AND SHELDON ST.
CHICAGO

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SAVE YOUR MONEY BY USING THE

## RED BOOK

Published Semi-annually in February and August

It contains a carefully prepared list of the buyers of lumber in car lots, both among the dealers and manufacturers.

The book indicates their financial standing and manner of meeting obligations. Covers the **United States, Alberta, Manitoba and Saskatchewan.** The trade recognizes this book as the authority on the line it covers.

A well organized Collection Department is also operated and the same is open to you. **Write for terms.**

**Lumbermen's Credit Assn.,** Established 1878

608 So. Dearborn St. CHICAGO — *Mention This Paper* — 55 John St. NEW YORK CITY

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# 89%

**of HARDWOOD RECORD subscribers are owners of steam plants. Eighty-nine per cent are, therefore, buyers of wood-working machinery. There is little percentage of waste circulation in HARDWOOD RECORD for machinery advertisers.**

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Famous for Finest Type of Poplar, Oak and Chestnut.

## VESTAL LUMBER AND MANUFACTURING CO.

KNOXVILLE, TENNESSEE.

### QUARTERED WHITE OAK

OUR SPECIALTY

MANUFACTURERS OF

QUARTERED WHITE OAK, PLAIN OAK, POPLAR, WALNUT & TENNESSEE RED CEDAR LUMBER

BAND MILLS AT VESTAL, A SUBURB OF KNOXVILLE. SOUTHERN AND LOUISVILLE & NASHVILLE RAILROAD

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C. C. CANNON, Vice-Pres. — C. B. SWANN, Sec'y and Treas.

## J. M. LOGAN LUMBER CO.

MANUFACTURERS AND WHOLESALERS

HARDWOODS AND PINE

POPLAR A SPECIALTY

**Main Office and Yards: Knoxville**

Branch Office and Yard

Bank and McLean Ave., Cincinnati — I. M. ASHER, Mgr.

We Want Orders for the following Dry Stock:

WHITE OAK—Plain or Quartered.

RED OAK—Plain or Quartered.

CHESTNUT — BASSWOOD

POPLAR — WHITE PINE

Always carry large well assorted stock of all kinds of Hardwoods.

CAN SHIP ON SHORT NOTICE.

THE HARDWOOD RECORD is a different kind, and altogether better lumber newspaper than has hitherto been published. This is made possible by the loyal co-operation and support of the hardwood element of the lumber industry. If you are a subscriber you will agree.

SLICED QUARTERED OAK

## "The Very Best"

FIGURED AND PLAIN

ASH, CHESTNUT, POPLAR, PINE

RED OAK, WH. OAK, WALNUT

**Knoxville Veneer Co.**

## What Veneer and Panel Consumers Will Use in 1914

This information is shown completely in our new correction pamphlet (off the press recently), which revises our veneer and panel consumers' requirements lists complete according to 1914 requirements.

The information contained is all first hand and guaranteed to be authentic. It gives all details that you want to know on which to base an intelligent quotation.

It would cost you thousands of dollars and years of work to compile the same information—we know because that is what it cost us. You can have it for 1% of its real cost.

As its best use is while it is fresh and it costs only two cents to write, drop us a line today and let us give you the details.

**HARDWOOD RECORD, CHICAGO, ILL.**

LIDGERWOOD

INTERLOCKING DRUMS
ENGINE PULLS STACK
TINY LENGTH
REQUIRED

Lidgerwood Mfg. Co.
96 Liberty St. New York, N.Y.

LOGS AT MILL AT LOWEST COST

CABLEWAY "1913" KIDDER

HIGH SPEED RETURN
SKIDS DOWNHILL as WELL as UPHILL

Branch Offices
Chicago — Seattle

Agencies
Canada: Canadian Allis-Chalmers Ltd
New Orleans: Woodward Wight & Co. Ltd.

**Lumber Dried As Never Before**

SEE THE DIFFERENCE

GRAND RAPIDS DRY KILN
GRAND RAPIDS VENEER WKS., SOLE MFRS., MICHIGAN

SECURE BETTER PRICES

AT LESS SELLING COST BY REACHING MORE CUSTOMERS. HARDWOOD RECORD PUTS YOU BEFORE THEM ALL TWICE A MONTH. ASK US ABOUT IT.

CINCINNATI

THE GATEWAY OF THE SOUTH

**ATTENTION, Mr. Furniture Man—**

If it is to your advantage to have stock that is
even colored, soft in texture
try a car of our Plain or Quartered Oak

25,000,000 feet of dry stock on hand at all times—cut from a tract of 95,000 acres of timber

**The Mowbray & Robinson Company**

MILLS
Quicksand, Ky.
Viper, Ky.
West Irvine, Ky.

MAIN OFFICE
CINCINNATI, OHIO

YARDS
Cincinnati, O.
Detroit, Mich.
Rochester, N. Y.
Brooklyn, N. Y.

W. E. HEYSER, President WEAVER HASS, V. President
BENJAMIN BRAMLAGE, Sec'y & Treas.

**The W. E. Heyser Lumber Company**

MAIN OFFICE & YARDS
Winton Place
Cincinnati, Ohio

BRANCH YARDS AND MILLS
West Virginia, Mississippi, Arkansas & Kentucky

12,000,000 ft. High Grade West Virginia and Southern Hardwoods in stock at all times.

Shipments made direct from our own yards and mills in straight or mixed cars.

SEND US YOUR INQUIRIES

**RED GUM**

Write us when you want BONE DRY stock
High Grade Fine Widths Good Lengths

**BENNETT & WITTE**
224 West Fourth St. CINCINNATI, O.

## Penrod Walnut & Veneer Co.

**Mills, Kansas City and Helena, Ark.**

Address all inquiries to

**General Offices**
**KANSAS CITY, MO.**

**Kansas City Plant**
**Exclusively**
**WALNUT**

American and Circassian Figured and Plain
VENEERS and LUMBER

**Helena, Ark., Plant**
**Exclusively**
**Rotary Cut Veneers**

Oak, Ash
Red Gum, Elm
Poplar
Cypress
Yellow Pine
DRY AND FLAT
LATHES UP TO 104"

## PENROD-JURDEN-McCOWEN LUMBER COMPANY

**Band Mills & Offices: Brasfield, Ark.**

Ready for immediate shipment

RED GUM

| QUARTERED | PLAIN |
|---|---|
| 2 cars 4/4" 1s and 2s. | 3 cars 4/4" 1s and 2s. |
| 1 car 5/4" 1s and 2s. | 2 cars 5/4" 1s and 2s. |
| 1 car 6/4" 1s and 2s. | 1 car 6/4" 1s and 2s. |
| 2 cars 8/4" 1s and 2s. | 3 cars 8/4" 1s and 2s. |
| | 1 car 10/4" 1s and 2s. |
| 3 cars 4/4" No. 1 Com. | 3 cars 4/4" No. 1 Com. |
| 1 car 5/4" No. 1 Com. | 2 cars 5/4" No. 1 Com. |
| 1 car 6/4" No. 1 Com. | 2 cars 6/4" No. 1 Com. |
| 2 cars 8/4" No. 1 Com. | 3 cars 8/4" No. 1 Com. |
| | 2 cars 10/4" No. 1 Com. |

## The Famous Cache River Red Gum

**Band Sawn—Dry—Flat**

Plain and Quarter Sawn Red and White Oak always in stock

GOOD GRADES "STEARNS QUALITY LUDINGTON" PROMPT SERVICE

## HARDWOOD SPECIALISTS

### Service First

20,000,000 feet of dry Hardwood for immediate shipment.

We've got what you want when you want it.

OUR SPECIALTIES

**Planing Mill Work**
**Dimension Stock**
**Kiln Drying**

### Our Special Offer

15M 1x6" 1 AS Basswood
21M 1x6 to 8", 10" and 12" 1 AS Basswood
15M 1x12" and wider 1 AS Basswood
10M 1x5 x6" No. 1 Com. Basswood
20M 1x7" and wider No. 1 Com. Basswood
22M 1x8" and wider No. 1 Com. Basswood
50M 1x6" and wider 1 AS Beech.
10M 1x6" and wider No. 1 Com. Beech
15M 5/4 No. 1 Com. and btr. Beech.
55M 1x6" and wider No. 1 Com. Birch.
10M 8/4 No. 1 Com. and btr. Soft Gray Elm.
65M 12/4 No. 1 Com. and btr. Soft Gray Elm.
20M 16/4 No. 1 Com. and btr. Soft Gray Elm.

*Write for Bargain Prices*

The STEARNS SALT & LUMBER CO. LUDINGTON, MICH.

# NASHVILLE

## THE LOGICAL PLACE TO BUY HARDWOODS

THE following is a list of stocks offered to the consuming trade by the hardwood lumbermen of Nashville. The character of the timber from which Nashville hardwood men secure their stocks places them in a peculiarly strong position as far as quality of lumber is concerned. Nashville lumbermen have always been noted for their strict adherence to all terms of sale, and in short have an enviable reputation for making good both as to the quality of lumber and as to grading.

The members of the Nashville hardwood trade solicit your attention to these facts and an opportunity of demonstrating their truthfulness.

### MORFORD LUMBER CO.

42,000 ft. 4/4 1s & 2s Pl. Red Oak.
24,000 ft. 4/4 No. 1 Common Plain Red Oak.
12,000 ft. 5/4 1s & 2s Pl. Red Oak.
14,000 ft. 8/4 1s & 2s Pl. Red Oak.
64,000 ft. 4/4 1s & 2s Pl. Wh. Oak.
35,000 ft. 4/4 No. 1 Common Plain White Oak.
8,000 ft. 5/4 1s & 2s Pl. Wh. Oak.
4,000 ft. 5/4 No. 1 Common Plain White Oak.
15,000 ft. 4/4 1s and 2s Qtd. White Oak.
1 car of 10/4 and 12/4 No. 1 Common and Better Ash.
1 car of 5/4 No. 1 Common Poplar.
1 car of 4/4 11" and 12" Poplar Box Boards.

### BAKER, JACOBS & COMPANY

3,100 ft. 1" 1s and 2s Poplar, 24" and up.
7,500 ft. 1" 1s and 2s Poplar, 18" to 23".
15,000 ft. 1" 1s & 2s Poplar, regular.
12,000 ft. 1" Sap Poplar.
14,000 ft. 1" No. 1 Common Poplar.
16,000 ft. 5/4 No. 1 Com. Poplar.
40,000 ft. 6/4 No. 1 Com. Poplar.
16,000 ft. 8/4 1s and 2s Poplar.
60,000 ft. 1" 1s and 2s Qtd. White Oak.
20,000 ft. 1" 1s and 2s Plain White Oak.
2,400 ft. 1" 1s and 2s Qtd. White Oak, 14" and up.

### TENNESSEE OAK FLOORING CO.

FOR PROMPT SHIPMENT

5 cars 4/4 1sts and 2nds Plain White Oak.
5 cars 4/4 1sts and 2nds Plain Red Oak.
1 car 4/4 1sts and 2nds Quartered White Oak.
1 car 4/4 1sts and 2nds Red Gum.
3 cars 4/4 No. 1 Common Red Gum.
2 cars 4/4, 13" to 17" Gum Box Boards.
4 cars 4/4 Log Run Tupelo Gum.
1 car 4/4 No. 2 Common Gum.

### THE DAVIDSON, HICKS & GREENE COMPANY

40,000 ft. 4/4 1s and 2s Plain White Oak
20,000 ft. 5/4 1s and 2s Plain Red Oak
15,000 ft. 5/4 No. 1 Plain Red Oak
50,000 ft. 4/4 1s and 2s Chestnut
25,000 ft. 6/4 1s and 2s Chestnut
30,000 ft. 4/4 No. 1 Common Chestnut
40,000 ft. 5/4 No. 1 Common Chestnut
12,000 ft. 8/4 No. 1 Common Chestnut
15,000 ft. 5/8 1s and 2s Poplar, 7" and up
30,000 ft. 4/4 1s and 2s Poplar, 7" and up
15,000 ft. 5/4 1s and 2s Poplar, 7" and up
20,000 ft. 6/4 1s and 2s Poplar, 7" and up
12,000 ft. 5/4 Sap Poplar, 5" and up
13,000 ft. 6/4 Sap Poplar, 5" and up
40,000 ft. 5/4 No. 1 Common Poplar, 5" and up
30,000 ft. 6/4 No. 1 Common Poplar, 5" and up

### NASHVILLE HARDWOOD FLOORING CO.

*A few items we are very anxious to to move at very low prices.*

OAK FLOORING

60,000' 3/8"x1½" Clear Plain White
150,000' 3/8"x2" Clear Plain White
200,000' 13-16" x 2¼" Clear Plain White
40,000' 3/8"x1½" Clear Plain Red
200,000' 3/8"x2" Clear Plain Red
200,000' 13-16" x 2¼" Clear Plain Red
70,000' 13-16" x 2¼" Clear Qtd. White
15,000' ½"x2" Clear Qtd. Red
30,000' 3/8"x2¼" Clear Qtd. Red
20,000' 13-16" x 2¼" Sap Clear Qtd. White

### FARRIS HARDWOOD LUMBER CO.

1 car 5/4 No. 2 Common Quartered White Oak
1 car 6/4 No. 2 Common Quartered White Oak
1 car 4/4 1s and 2s Poplar
10 cars 4/4 No. 1 Common Poplar
1 car 4/4 Sap and Select Poplar
1 car 4/4 No. 1 Common and Better Quartered Sycamore
1 car 4/4 No. 1 Common and Better Plain Sycamore

### JOHN B. RANSOM & CO.

SPECIAL LOT OF STOCK

100 M' 4/4 1s and 2s Plain White Oak
150 M' 4/4 No. 1 Common Plain White Oak
50 M' 4/4 No. 2 Common Plain White Oak
100 M' 4/4 No. 1 Common Plain Red Oak
50 M' 4/4 No. 2 Common Plain Red Oak
50 M' 4/4 No. 1 Common Qtd. White Oak
20 M' 12/4 1s and 2s Qtd. White Oak
5 M' 12/4 No. 1 Common Qtd. White Oak

# THE SOUTH

PROMINENT SOUTHERN MANUFACTURERS


## Band Sawn Hardwoods

*WE PRODUCE OUR OWN STOCKS*

**Our Specialties:**

Cottonwood — Oak — Three Ply Red Gum and Sap Gum — Plain and Quartered Red and White Gum Panels

**A Few Items We Want To Move**

4 Cars 4/4" 1st and 2nds Red Gum
8 Cars 4/4" No. 1 Common Red Gum
5 Cars 6/4" 1st and 2nds Sap Gum
4 Cars 4/4" Select Yellow Cypress
5 Cars 4/4" No. 1 Shop Yellow Cypress
9 Cars 4/4" x 13" to 17" 1st and 2nds Cottonwood
8 Cars 4/4" x 6" to 12" 1st and 2nds Cottonwood
7 Cars 5/4" x 6" to 12" 1st and 2nds Cottonwood
11 Cars 4/4" x 13" to 17" Box Board Cottonwood
5 Cars 4/4" x 11" & 12" Box Board Cottonwood
4 Cars 4/4" x 9" to 12" Box Board Cottonwood
2 Cars ½" No. 1 Common Quartered White Oak
10 Cars 6/4" Log Run Soft Maple
7 Cars 4/4" 1st and 2nds Plain Red Oak

**WRITE US FOR PRICES**

**ANDERSON-TULLY COMPANY, Memphis, Tenn.**

BOX SHOOKS and VENEERS



## Carolina Spruce Company

OFFERS FOR SALE

Two cars 8/4 common and better Basswood
One car 4/4 1st and 2nd Basswood
Three cars 4/4 No. 2 common Basswood
Two cars 4/4 No. 3 common Basswood
Two cars 5/4 common and better Chestnut
Three cars 8/4 common and better Chestnut
Three cars 8/4 common and better Red Oak
Four cars 4/4 common and better Red Oak
Two cars 4/4 No. 2 common Red Oak

BAND SAWN STOCK

Mills, Pensacola, N. C. — Capacity, 90,000 ft. per day

Charles K. Parry & Co. Sole Selling Agents Land Title Building Philadelphia



LET us talk to you about the plain and quartered oak that made Indiana famous. It's the kind we make to-day.

Wood-Mosaic Co., New Albany, Ind.



**GARETSON-GREASON LUMBER CO.**

2187 Railway Exchange Bldg. ST. LOUIS

**MANUFACTURERS**

**Four Mills**



## John B. Yates Lumber Co.

MANUFACTURERS AND SHIPPERS OF

**West Virginia Hardwoods**

We make prompt shipments of high grade lumber at attractive prices

SEND US YOUR INQUIRIES, AND LET US QUOTE YOU

**Pennsboro, W. Va.**



## Salt Lick Lumber Co.

SALT LICK • • • KENTUCKY

MANUFACTURERS OF

Eureka Oak Flooring

Complete stock of 3/8" and 13/16" in all standard widths



TO CONSUMERS COTTONWOOD

WE OFFER

2 cars 4/4 9" to 12" Boxboards — 2 cars 4/4 13" and wider 1s & 2s
3 cars 4/4 6" to 12" 1s and 2s — 10 cars 4/4 No. 1 and No. 2 Com.

**The Johnson-Tustin Lumber Company**

566 Randolph Bldg. MEMPHIS, TENN.



**89%** of HARDWOOD RECORD subscribers are owners of steam plants. Eighty-nine per cent are, therefore, buyers of wood-working machinery. There is little percentage of waste circulation in HARDWOOD RECORD for machinery advertisers.

# Walnut, the King of Brown Woods

EXPERTS agree that this is to be **a brown wood era.** Those who have tired of red and yellow are turning to quiet, rich, aristocratic brown shades with relief and approval. American black walnut is **the peer of all woods** and easily **the leader of the browns.** Wise furniture manufacturers, interior finish men and others who are watching for new developments affecting the use of woods must hereafter take walnut into account.

Note the large stocks, ready for shipment, held in the form of logs, lumber and veneers by the concerns named below.

### THEODOR FRANCKE ERBEN, G. m. b. H.
**Cincinnati, Ohio**

**WALNUT**
**1st and 2nds**

| | |
|---|---|
| 3/8" | 30,000′ |
| 1/2" | 110,000′ |
| 5/8" | 165,000′ |
| 3/4" | 140,000′ |
| 4/4" | 78,000′ |
| 5/4" | 61,000′ |
| 6/4" | 34,000′ |
| 8/4" | 33,000′ |
| 10/4" and up | 20,000′ |

**No. 1 Common**

| | |
|---|---|
| 3/8" | 14,000′ |
| 1/2" | 22,000′ |
| 5/8" | 80,000′ |
| 3/4" | 54,000′ |
| 4/4" | 10,000′ |
| 5/4" | 36,000′ |
| 6/4" | 29,000′ |
| 8/4" | 61,000′ |
| 10/4" and up | 1,000′ |

**No. 2 Common**

| | |
|---|---|
| 4/4" | 28,000′ |
| 5/4" and 6/4" | 24,000′ |
| 10/4" and up | 4,000′ |

### H. A. McCOWEN & COMPANY
**Salem, Indiana**

**1st and 2nds Black Walnut**

| | |
|---|---|
| 40,000′ | 1/2" |
| 67,000′ | 5/8" |
| 105,000′ | 3/4" |
| 232,000′ | 4/4" |
| 77,000′ | 5/4" |
| 64,000′ | 6/4" |
| 58,000′ | 8/4" |
| 7,000′ | 9/4" |
| 12,000′ | 10/4" |
| 14,000′ | 12/4" |
| 4,000′ | 16/4" |
| 16,000′ | 4/4" |

Common and Better **Figured Black Walnut.**

**No. 1 Common Black Walnut**

| | |
|---|---|
| 470,000′ | 4/4" |
| 180,000′ | 5/4" |
| 115,000′ | 6/4" |
| 17,000′ | 8/4" |
| 14,000′ | 9/4" |
| 7,000′ | 10/4" |

### PENROD WALNUT & VENEER CO.
**Kansas City, Missouri**

**WALNUT**
**1st and 2nds**

| | |
|---|---|
| 44,000′ | 5/8" |
| 62,000′ | 3/4" |
| 85,000′ | 4/4" |
| 36,000′ | 5/4" |
| 24,000′ | 6/4" |
| 22,000′ | 8/4" |
| 8,000′ | 10/4" |

**No. 1 Common**

| | |
|---|---|
| 38,000′ | 5/8" |
| 77,000′ | 3/4" |
| 174,000′ | 4/4" |
| 38,000′ | 5/4" |
| 29,000′ | 6/4" |
| 12,000′ | 8/4" |
| 10,000′ | 10/4" |

**Kraetzer Cured Lumber**

In stock ready for shipment Three Million Feet of Figured Walnut Butt Veneers and Two Million Feet of Figured Walnut Long Veneers.

We furnish Plain Walnut Veneer any thickness—cut to size.

### FRANK PURCELL
**Kansas City, Missouri**

PRIME

## WALNUT LOGS

For Export

FIGURED WALNUT LOGS
FIGURED WALNUT BUTTS

### East St. Louis Walnut Co.,
**East St. Louis, Ill.**

**Black Walnut**

| | |
|---|---|
| 50,000′ | 3/8" 1st & 2nds |
| 50,000′ | 3/8" No. 1 Com. |
| 130,000′ | 1/2" 1st & 2nds |
| 60,000′ | 1/2" No. 1 Com. |
| 180,000′ | 5/8" 1st & 2nds |
| 110,000′ | 5/8" No. 1 Com. |
| 160,000′ | 3/4" 1st & 2nds |
| 110,000′ | 3/4" No. 1 Com. |
| 54,000′ | 4/4" 1st & 2nds |
| 169,000′ | 4/4" No. 1 Com. |
| 66,000′ | 5/4" 1st & 2nds |
| 32,000′ | 5/4" No. 1 Com. |
| 29,000′ | 6/4" 1st & 2nds |
| 32,000′ | 6/4" No. 1 Com. |
| 14,000′ | 8/4" 1st & 2nds |
| 22,000′ | 8/4" No. 1 Com. |
| 6,000′ | 10/4" 1st & 2nds |
| 7,000′ | 10/4" No. 1 Com. |
| 13,000′ | 12/4" 1st & 2nds |
| 8,000′ | 12/4" No. 1 Com. |

### SANDERS & EGBERT COMPANY
**Goshen, Indiana**

**WALNUT**
**1st and 2nds**

| | |
|---|---|
| 1/2" | 12,000′ |
| 5/8" | 52,000′ |
| 3/4" | 55,000′ |

**No. 1 Common**

| | |
|---|---|
| 5/8" | 5,000′ |
| 4/4" | 7,000′ |

### PICKEREL WALNUT COMPANY
**St. Louis, Missouri**

**WALNUT**
**1st and 2nds**

| | |
|---|---|
| 20,000′ | 5/8" |
| 15,000′ | 3/4" |
| 100,000′ | 4/4" |
| 20,000′ | 5/4" |
| 30,000′ | 6/4" |
| 22,000′ | 8/4" |
| 10,000′ | 10/4" |
| 8,000′ | 12/4" |

**No. 1 Common**

| | |
|---|---|
| 20,000′ | 5/8" |
| 15,000′ | 3/4" |
| 80,000′ | 4/4" |
| 12,000′ | 5/4" |
| 14,000′ | 6/4" |
| 180,000′ | 8/4" |
| 8,000′ | 10/4" |
| 6,000′ | 12/4" |

**No. 2 Common**

| | |
|---|---|
| 50,000′ | 4/4" |
| 12,000′ | 5/4" |
| 13,000′ | 6/4" |
| 12,000′ | 8/4" |

**VENEERS**

**Figured Walnut Logs**
**Figured Walnut Butts**
Plain Wood Cut to Order

### GEO. W. HARTZELL
**Piqua, Ohio**

**1st and 2nds Walnut**

| | |
|---|---|
| 5/8" | 2,000′ |
| 3/4" | 13,000′ |
| 4/4" | 16,000′ |
| 5/4" | 18,300′ |
| 6/4" | 11,400′ |
| 8/4" | 11,200′ |
| 10/4" | 3,300′ |
| 12/4" | 4,700′ |
| 16/4" | 2,500′ |

**No. 1 Common Walnut**

| | |
|---|---|
| 3/4" | 4,000′ |
| 4/4" | 12,500′ |
| 5/4" | 11,300′ |
| 6/4" | 2,500′ |
| 8/4" | 14,300′ |
| 10/4" | 1,500′ |
| 12/4" | 500′ |

5/8" Special Clear 52,000′.

3/4" to 4" thick, fine figured Panels, Boards and Planks, 15,000′. Special Heavy Plank, 4 to 6" thick, 68 and up long, 8,000′.

4/4" Clear Face, 6" and up wide, 14,400′.

All the above Band Sawn, Equalized, in stock, Dry and Ready for Immediate Shipment.

# AMERICAN FOREST TREES

*"Written in the Lumberman's Language"*

¶ It tells all there is to know about every commercial tree in the United States, and

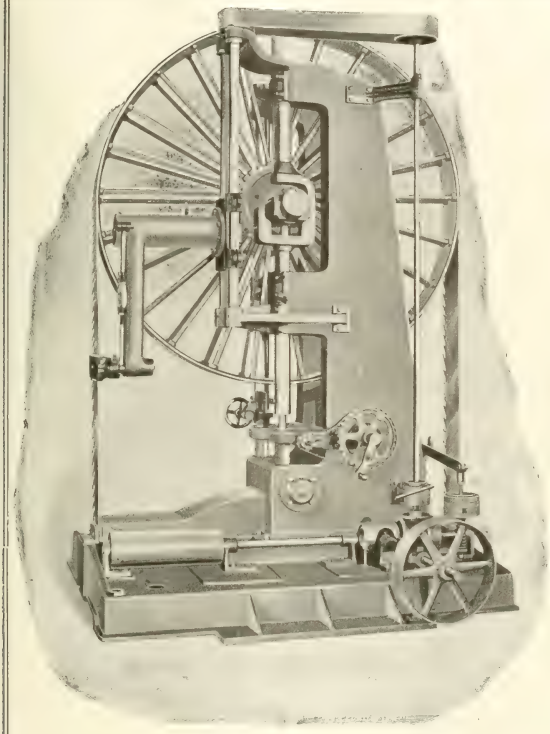
¶ You can rely absolutely upon its technical correctness in every detail.

¶ We have left a few hundred copies of this beautifully bound edition after a very satisfactory sale and

¶ Can make quick shipment on ten days' trial upon receipt of your order.

Price, prepaid, six dollars.

**HARDWOOD RECORD**
**537 South Dearborn St., Chicago, Illinois**



# The Newest Hoosier Band Saw Mill

We have been building band mills for thirty-five years and this New Hoosier Band Saw Mill represents the experience of these years.

The simplest mill in construction and the easiest kept in order.

We build this mill in three sizes, 6, 7 and 8 ft. The widest saw the 6 ft. mill will carry is 10″; the 7 and 8 ft. mills will carry 10, 11 or 12″ saws. This mill is built in a substantial manner and embodies all that is latest and best in Band Mill design. The base is of the heavy extension pattern and is so constructed that it does not overhang the foundation but extends completely around the mill. By means of the construction of the column the upper wheel runs in the center of the mill and is supported both above and below the mandrel. The bearings are long and are chain oiling.

The tension device has roller bearings and is very sensitive and durable. The upper guide is raised and lowered by power and is nonbreakable. The lower guide is so arranged that it can be opened quickly. The roll back of the saw is power driven.

The 6 ft. mill will split a 48″ log and lay down a 30″ board between saw and column; the 7 ft. will split a 54″ log and lay down a 36″ board, the 8 ft. will split a 57″ log and lay down a 42″ board.

## The Sinker-Davis Co., Indianapolis, Ind.

*Makers of Hoosier Saw Mill Machinery*

# LOUISVILLE:

## Headquarters for

# HARDWOODS

W. P. Brown & Sons Lumber Company
Stemmelen Lumber Company
(Branch Office, New Albany, Ind.)
Norman Lumber Company
(Mills at Holly Ridge, La.)
North Vernon Lumber Company
Edw. L. Davis Lumber Company
Churchill-Milton Lumber Company
The Louisville Veneer Mills
Booker-Cecil Lumber Company

# THE EAST

BOSTON NEW YORK PHILADELPHIA


## Willson Bros. Lumber Co.

MANUFACTURERS

WEST VIRGINIA HARDWOODS

Oliver Building PITTSBURG, PA.

## WM. WHITMER & SONS

INCORPORATED

Manufacturers and Wholesalers of All Kinds of

"If Anybody Can, We Can"

HARDWOODS

West Virginia Spruce and Hemlock
Long and Short Leaf Pine Virginia Framing

Franklin Bank Bldg. PHILADELPHIA

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89 STATE STREET BOSTON, MASS.

MANUFACTURER HARDWOOD LUMBER

Circular-sawed Poplar, Oak, Chestnut, Basswood, Maple

Mill at Stone Coal Junction, West Virginia

## BIRCH AND MAPLE

A few cars in transit and a large assortment at the mill. Write us.

New York Office
25 W. 42d St.

Geo. Webster Lumber Co.
SPRINGFIELD, MASS.

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OAK POPLAR CHESTNUT

All Kinds Band Sawn Hardwoods

JACKSON-WYATT LUMBER CO.

Franklin Bank Bldg. Philadelphia, Pa.

## WISTAR, UNDERHILL & NIXON

REAL ESTATE TRUST BUILDING, PHILADELPHIA, PA.

QUARTERED WHITE OAK

NICE FLAKY STUFF

## WM. E. LITCHFIELD

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Specialist in Hardwoods

Manufacturers are requested to supply lists of stock for sale

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Not only the ONLY HARDWOOD PAPER but the BEST LUMBER PAPER published

## AMERICAN LUMBER & MFG. CO.,

General Offices: PITTSBURGH, PA.

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SILVER WHITE PINE

A real Cork Pine Substitute for Planing Mill and Pattern Work

Idaho White Pine Northern Soft Cork White Pine

Also Yellow Pine and Hardwoods

WE WANT HIGH CLASS WHITE PINE COMMISSION SALESMEN

# R. E. Wood Lumber Company

¶ Manufacturers of Yellow Poplar, Oak, Chestnut, Hemlock and White Pine.

¶ We own our own stumpage and operate our own mills.

¶ Correspondence solicited and inquiries promptly answered.

GENERAL OFFICES:
CONTINENTAL BUILDING.

Baltimore, Maryland

# G. H. EVANS LUMBER CO.

## CHATTANOOGA, TENN.

FIFTEEN ACRES OF DRY LUMBER. EVERY WIDTH, LENGTH, GRADE AND THICKNESS IS PILED SEPARATELY. A COMPLETE ASSORTMENT POPLAR, OAK, GUM

Planing Mill and Resawing
Capacity 100,000 feet daily

**We Save You Money**



**If you use wide Poplar, write our nearest office for prices**

25 M 1" 18 and up Panel Poplar.

28 M 2" 6 to 17 1st and 2nd Poplar.
15 M 2" 18 to 24 1st and 2nd Poplar.
10 M 2" 22 to 25 1st and 2nd Poplar.
5 M 2" 26 and up 1st and 2nd Poplar.
40 M 2½" 6 to 17 1st and 2nd Poplar.
18 M 2½" 18 to 22 1st and 2nd Poplar.
13 M 2½" 22 to 25 1st and 2nd Poplar.
6 M 2½" 26 and up 1st and 2nd Poplar.
10 M 3" 6 to 17 1st and 2nd Poplar.
15 M 3" 18 and up 1st and 2nd Poplar.

Band sawn—good lengths—thoroughly dry —National Grades. We have five million feet Poplar and Oak awaiting your inquiries

**Faust Bros. Lumber Co.**

Fisher Building
CHICAGO, ILLINOIS

City Bank Building
PADUCAH, KENTUCKY



# OAK FLOORING

Kiln-Dried
Polished

HARDWOOD LUMBER — BOX SHOOKS — DIMENSION — FLOORING
CARRIER LUMBER & MFG. CO.
SARDIS MISS.
BENT WOODWORK — ROTARY CUT VENEER

Hollow Backed and Bundled


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Entered as second class matter May 26, 1902, at the postoffice at Chicago, Ill., under act of March 3, 1879.



# ICHABOD T. WILLIAMS & SONS

## Foreign and Domestic Woods In Logs, Lumber and Veneers

11th Ave. and 25th Street
NEW YORK

910 So. Michigan Avenue
CHICAGO

# Hardwood Record

Published in the Interest of the American Hardwood Forests, the Products thereof, and Logging, Saw Mill and Wood-Working Machinery, on the 10th and 25th of each Month, by

THE HARDWOOD COMPANY

Edgar H. Defebaugh, President
Edwin W. Meeker, Managing Editor
Hu Maxwell, Technical Editor

Entire Seventh Floor Ellsworth Building
537 So. Dearborn Street, CHICAGO
Telephones: Harrison 8086-8087-8088

Vol. XXXVIII CHICAGO, JUNE 10, 1914 No. 4

## *Review and Outlook*

### General Market Conditions

PRESIDENT WILSON'S ANALYSIS of the present business depression, in which he states that present conditions are purely a result of a psychological condition, seems to be substantiated by fundamental conditions which have been presenting themselves from time to time.

There has been an unusually favorable rumor as to the probable yield of winter grain crops, and government figures just out certainly show a remarkable harvest of winter wheat, oats, barley, rye and other grains. The estimates are that the wheat crop this year will be 900,000,000 bushels, which will be the largest crop ever raised, 137,000,000 bushels more than the harvest last year. The report regarding oats, barley and rye is equally gratifying, it being estimated that the total yield of wheat, oats, barley and rye will be 2,360,000,000 bushels, the largest amount ever raised in this country.

With this crop now being harvested the outlook seems good for an early return to the buying market on the part of farmers throughout the country. There is no question but that this element, as a purchasing factor, is of tremendous importance, and with the farmers in such a healthy financial condition as they will unquestionably be in following the harvest and marketing of this immense crop yield, there is no question but that they are going to be in the purchasing market again in the near future. This will, of course, have a considerable effect on lumber.

For some reason or other the general business of the country has not seemed to respond to the previous advance report of probable favorable crops but it is hoped that the actual figures now presented by government officials will have a considerably favorable effect on the general business situation.

It is not anticipated, however, that even with the more normal state of demand, a decided advancement will be felt for several months to come in the general business situation. This is due to the summer months in the first place, and, in the second place, to adjustment of business conditions which is never immediate but makes itself apparent gradually. Thus the situation seems to indicate a continuance of quiet times through the usual dull summer months, but a gradual return to a very favorable condition approaching normal in the fall, when returns from the tremendous crop have been received. The farmers, as a purchasing factor, are unquestionably of tremendous importance to all lines of manufacture and there seems to be no reasonable doubt that they will be in position to purchase a considerable amount of equipment and raw material.

As to the lumber situation specifically, very little change has been noted in the last couple of weeks, with the exception of spotty reports of more favorable business. It is interesting to note, however, that reports of firmly maintained price values are almost general, with but here and there rumors as to any appreciable amount of price cutting. No one will deny that business is decidedly dull at this time, but considering all factors there certainly is no reason for any belief other than that the fall months will see a satisfactory stimulus in trade generally.

The railroad companies are still most decidedly out of the market for almost all kinds of raw material. As a matter of fact, they are buying practically nothing and are continuing their policy of swapping material and equipment around from shop to shop rather than undergoing any new expenditure. It seems, however, that they are viewing the question of advance rates with considerable optimism, and, so far as stated reports indicate, if they secure what they ask for, or a fair portion of it, they will become active consumers of almost all lines of equipment and material.

One decidedly favorable element which appears in this situation is the fact that all classes of concerns are placing themselves in a decidedly favorable state of finance and general condition. This act of liquidation is going to mean a lot for cleaning up old scores and through this period of retrenchment and general conservatism a great many business institutions are going to be able to place themselves in a much more favorable financial situation. In this way their disposition to purchase will be increased when conditions warrant, and furthermore, this cleaning up old supplies and equipment will mean practically a clear field when the proper time arrives.

The hardwood situation continues to be slow pretty much throughout the country with here and there, however, a report of stimulated activity during the past two or three weeks. These reports, however, are largely of a local nature and are effected by local conditions of building, etc. The hardwood trade generally speaking accepts the situation as it is with the anticipation that slow conditions will probably continue throughout the summer months, but also with the justifiable hope that the situation will clean up considerably when the usual summer dullness begins to subside.

All lines of consuming interests using hardwoods are practically out of the market at the present time. The building situation has not been up to normal in any of the large centers, which, of course, results in more or less depression in lines directly affected by building construction. Furniture people have been operating under short time for the most part and still continue to buy in small parcels. Notwithstanding the favorable crop outlook, the farmers have not been purchasing so much new equipment in the way of implements, etc., as had been expected and as a consequence the large manufacturers turning out this class of products have also been meager buyers. However, as stated above, the situation in this particular seems to be due for cleaning up and this promises that farmers will not only do con-

## The Car Outlook

SIMILARLY WITH THE REPORT [illegible] part of a condition of freight cars which indicates that contrary to the usual custom the general shipping business will not be so seriously [illegible] crops as will be moved within the next couple of months are bound to have an effect but the exceedingly large surplus of cars and insignificant shortage at this time would indicate that the very condition of ordinary shipments will act favorably on shipments of grain.

Specifically the report of the American Railway Association, dated June 8, shows the total surplus of cars on June 1 amounting to 242,572 cars as compared with 239,406 cars on May 15. On May 15, 1913, the surplus was 60,291 cars and at the same periods in respectively preceding years was 89,208 cars, 169,006 cars and 129,508 cars. The total shortage was practically insignificant, there being on June 1 but 770 cars. On May 15 the shortage was 764 cars. On May 31 a year ago the shortage was 9,383 cars. Thus the indications are that this grain situation will be expeditiously handled and that no great effect

## The Cover Picture

THE COVER PICTURE [illegible] county, North Carolina. It is on Bryson Branch, near Nantahala, in the extreme western part of the state. A mountaineer's clearing appears in the foreground, and its lack of fences and general appearance of abandonment show that the man who made the clearing has departed and left the land tenantless. That happens often among the mountains of that region. A few acres are cleared by some wanderer who imagines that it is a good place to anchor. He does so, but two or three crops on the few acres which he clears satisfies him and he moves on with his family to some other site that strikes his fancy and he repeats the operation there. The fences on the abandoned land soon disappear and the place attracts a few stray cattle on account of the grass, until the surrounding forests finally close in upon the open space, and the land relapses into woods.

That is the short and uneventful history of hundreds of such clearings among the southern mountains. Each is small, but in the aggregate they cover a rather large area. All clearings are not abandoned. Now and then a settler sticks to his little fields and makes a permanent home for himself and family. Such men are an asset of value to the region; but the drifting class is not. Those who are always on the go cannot add much wealth to the country.

The land shown in the picture lies in a district which has been purchased by the government to be placed under management as a national forest. It is a mountainous region, and though much of the land is fertile, it is too steep for successful agriculture. If cleared and plowed, the soil will wash away. For that reason, it is for the country's best interest that the tree growth be maintained. The land produces high-class timber, and is worth more for that than for farming. Its forest cover likewise affords protection against floods. The sources of many streams rise among those mountains, and an even flow of water is assured. Springs will not run dry in periods of drought, nor will sudden torrents rush down barren slopes to overflow the banks of rivers in the lower country.

It is a hardwood region, bearing maple, chestnut, ash, yellow poplar, [illegible] guarantee adequate and sustained returns for the land owners.

The shed in one corner of the picture is neither artistic nor antique; yet it has certain points of interest. It is of a type which is becoming uncommon. The material of which it is built was worked out by hand. The logs of the walls were cut near at hand and were put in place with only the shaping given by the frontiersmun's axe. The roof is of split clapboards, probably of oak, though they may be of chestnut. Doubtless the man who split them watched the "signs of the moon" and made the boards when the "sign" was right. They show little warping, and many a mountaineer will point to them as irrefutable proof that the moon exercises an influence over split clapboards. The mountains are full of such superstitions.

Buildings of that kind are out of style now, yet they were the prevailing type in the time of the first settlers. They serve as mile [illegible] our grandfathers.

## The Tapline Decision

THE SUPREME COURT of the United States has at last rendered the tapline case and has handed down a decision which settles some of the disputed points and seems to clear the situation. The taplines are declared to be common carriers, and as such are entitled to share rates with trunk lines which they feed. The former ruling by the Interstate Commerce Commission was in effect reversed, though the court holds that the commission has full power to prevent preferences and discriminations in the fixing of allowances and the division of rates.

This ruling gives the commission authority—or rather leaves with it the authority which it was already exercising—to fix allowances based upon the character of the service rendered. The commission has a right to prevent the milling-in-transit privilege, and may require a charge by a tapline for hauling logs from the forest to the mill in addition to the full lumber rate from mill to market.

The court ruled that Congress has not made it illegal for roads owned by persons or companies that likewise own the mills and the timber which are principally served by the roads, to operate in interstate commerce. It was pointed out in this connection that even the commodities clause, under which an unsuccessful attempt was made several years ago to divorce the eastern railroads and the coal business, expressly exempted from its operation the lumber industry.

As is well known, most of the tapline or feeder roads which have figured in the controversy are located in the lower Mississippi valley.

## Decision Important for Commerce Commission

THE SUPREME COURT of the United States, on June 8, handed down, among other decisions, a decision giving the Interstate Commerce Commission supreme authority to strike down the intrastate rates set by state railway commissions unduly discriminating against interstate commerce. Specifically the decision was based on the Shreveport rate case in upholding the power of the Interstate Commerce Commission to strike down state rates that discriminate, as mentioned above. In substance the decision was that the Minnesota and other notable state rate cases, which were lost by the railroads, might have been decided otherwise had the roads taken their cases to the Interstate Commerce Commission instead of state courts.

Specifically the Shreveport rate case had to do with complaints of merchants of Shreveport, La., that the Railway Commission of Texas had practically closed to them the Texas markets by compelling railroads operating within the state of Texas to reduce intrastate rates to points below what the Interstate Commerce Commission had specified the railroads running from Shreveport to Texas cities. The court first decided that Congress had power to control interstate rates over an interstate carrier and followed this up with the opinion that Congress had conferred this power upon the Interstate Commerce Commission as its agent. This opinion further stated that in placing intrastate and interstate rates on an equitable footing the commerce commission was not bound to reduce the interstate rates below what would be considered by the commission as a proper standard for the carrier and public.

Thus the supreme tribunal of the country has placed itself definitely on record as for justice in controversies regarding competition effected by state-made rates. This decision is a broad one and will unquestionably have a considerable bearing on other similar matters in the future.

## National Meeting Promises Unusual Interest

IN TALKING WITH SECRETARY FISH of the National Hardwood Lumber Association the editor of HARDWOOD RECORD was informed that every indication points to quite an unusual attendance and unprecedented interest in developments at the seventeenth annual convention, which will be held at the Hotel Statler, Buffalo, Thursday and Friday, June 18-19.

The last issue of HARDWOOD RECORD contained a notice of the official program and entertainment features, and since that date Secretary Fish has gained considerable information and statistics which will be an interesting part of his annual report. The convention promises some enlivening developments which will unquestionably be of interest to all members fortunate enough to attend.

The laxness of business at this time would seem to give an unusual opportunity for the attendance of members from all parts of the country. Plans are perfected at Memphis, Nashville, Louisville and other central hardwood points for excursions of a considerable representation of the hardwood trade of those communities. The same interest is being shown in eastern and northern points, one feature being a delegation of Canadian hardwood men, members of the association, who will come down in a special car from Canadian points and will maintain a regular office for the purpose of disseminating as much information as possible regarding Canada among attendants.

Thus the association promises unusual interest and important developments. There is no question but that attendance at the sessions will be ample reward for the expense and time demanded by the trip. It is to be hoped that hardwood men, members and non-members, will realize this opportunity of getting together to boost a worthy cause.

## Looking Back

THE SECRETARY OF ONE of the largest lumber organizations in the country recently expressed himself reminiscently regarding the evolution of the personnel of the hardwood business. His talk was due to his having recently had occasion to refer to the records of membership of the association which he represents, the records taking him back to the year 1904. At that time there were 380 members—prominent concerns in different parts of the country—and as a matter of curiosity the secretary checked off these names with the idea of determining just how many of them are still members or still in business.

As a result he found that but 123 of these 380 concerns have survived the vicissitudes of business and the toll of sickness and injury. The number of deaths among the membership of 380, which necessitated the termination of the business affairs of respective members was, according to the speaker, appalling. Also the list of business failures resulting in the termination of membership was distinctly a surprise.

The probable cause of a considerable number of these failures was the condition under which certain concerns launched their respective institutions. Since the time at which these figures were compiled the country has gone through periods of extremely good business and extremely poor business, working up to the final culmination in 1907, when the lumber business had been on a decidedly upward grade for several years. As a result a great many new concerns were launched for the most part to handle lumber on a wholesale basis. A great many of these concerns were headed by men who had been employes before that date and were attracted by the apparently glittering profits realized by their employers. As a result of incompetence and inexperience the failures among this class of concerns during the financial troubles following 1907 were numerous. It was in this way that a large percentage of the original membership shown was eliminated not only from membership but from the business world.

This is but an indication of the failures constantly going on which take from business each year thousands of new and old concerns, replacing them with other concerns, some of which are destined to become important factors in the commercial world, but the bulk of which either go along in a one-horse way or fail altogether.

## Lost Motion

THOSE WHO DISCUSS CONSERVATION and the saving of waste in the manufacture of wood, from the time it is felled in the forest until it reaches the final consumer, usually confine their argument to the better utilization of scraps, odds and ends, sawdust, and to other matters of that kind. This is proper as far as it goes; but the whole story of waste, and the methods of lessening it, cannot be told in those terms. A very important element is often overlooked or not valued at its full worth. This is the element of time.

One of the worst wastes is this waste. Workers and dealers in lumber and its manufactured products sometimes miss that part of the subject. There is no economy in saving scraps worth fifty cents, if the man who saves it is paid a dollar in wages while about it. It may be taken for granted that few persons waste time on purpose. At least that is not the kind of waste that is here under consideration; but rather that due to inefficient methods of doing work.

Time is wasted in a yard or factory every time a stick of lumber is unnecessarily moved. Lumber may be transferred from wagon or truck, or from truck to truck, when a little planning in laying out drive ways or tracks would make one loading or one handling do. Much worse is the waste when work is done by hand which could be done by steam or mule power. This is seen when lumber is carried in or out of factories, sheds, or dry kilns by man power when it might be done by truck or wagon more cheaply on account of being done more quickly. A few well laid and well executed plans would often same more time, consequently more money, in shifting and handling stock than can be saved by picking up all the scraps on their way to the dump.

The machine that works with "lost motion" is at a disadvantage which frequently cannot be compensated for by higher speed. It is the same with a factory. Time unnecessarily consumed is the mill's or the yard's "lost motion." Paradoxical as it may seem, in such a case the loss is often due to too much motion rather than too little—carrying boards, crates, or other products twice when one transfer could be made sufficient; or shifting a truck load when all that is needed is to lay a track and deliver the load in half the time. "Lost Motion" is often the hookworm which saps efficiency.

## Possibilities in the Garage

THE DEVELOPMENT OF THE DEMAND for pleasure autos has opened up a new field for the consumption of lumber, the extent of which is very little realized. When it is considered that one of the largest automobile manufacturing companies turns out as many as 100,000 cars a year and that there are any number of big manufacturers producing their quota each year, and when it is further realized that while a great many of these cars may be kept in public garages, a great many also are housed in private structures, the importance of the automobile to the lumber business, aside from its direct importance as an actual source of consumption, can be realized.

During the early stages of development of this business almost any old kind of a shack would do to house an automobile. In fact, most of the early users were those who formerly kept horses and they simply turned their stables into garages; but with the rapid development of this industry people who never even thought of keeping a horse are now owners of machines, and as a result they are either keeping their cars in public places or are constructing their own sheds. The construction of these private garages has opened up a considerable field for architectural efforts and it is to be noted with regret on the part of the lumber trade that, as usual, manufacturers of competing materials are gaining a strong foothold in this fruitful market. It is up to the lumberman to realize the possibilities presented in the construction of this new type of structure.

# Features of New York Exposition

to listen to Fuller's rapid-fire talk on the wonderful Atkins saws. Then, after an ample distribution of advertising literature, the two good looking husky expert sawyers, Ralph Zwicky and Louis Polier, saw, timekeeper Johnston, with watch in hand waiting the signal from the Major Domo to go ahead. The best record made was the sawing through a twenty-three inch North Carolina hill pine log in forty three seconds. These sawing contests always wound up with a distribution of souvenirs in the shape of puzzles, whirling saws and jumping saw men. It is evident that the genial A. C. Fuller

his employer.

Rayner & Parker of Philadelphia, wholesale lumber and manu-

inches, which are regarded by them as practically everlasting. The

partner of the firm.

Joshua Oldham & Sons, Brooklyn and New York, one of the oldest and most reputable manufacturers of band saws, band resaws, narrow band saws, circular saws, inserted tooth saws and many others for which this house has been famous for fifty years, were located next to HARDWOOD RECORD's booth. They had on exhibition some of their large solid tooth and inserted tooth circular and band saws. The genial heads of the concern, Edward R. Oldham, president, and Gilbert V. Oldham, vice-president and secretary, with William Marsh and H. L. Tomkins, divided the time greeting their many friends and explaining to hundreds of interested visitors the merits of the saws on exhibition and other wonderful saws of theirs, such as shingle, combination grooving saws, metal band saws, etc., etc. As a special feature this firm had on exhibition band saws twenty inches wide, this size being the largest ever used in cutting lumber. Two of these band saws were sold to Hoquiam Lumber & Shingle Company, Hoquiam, Wash.

The Carbolineum Wood Preserving Company of New York, which faced the south aisle, had an educational exhibit composed of a collection of comparative specimens of preserved and untreated timbers gathered from forty-three states of the Union and a dozen foreign countries. Each specimen was authenticated by a statement from the original sender and represented over thirty industries. This evidence attested the general use of avenarius carbolineum,

served successfully over thirty eight years. To aid the conservation

that are within control, is an immediate and most pressing duty. The preservative treatment of timber used will mean giving the saplings an opportunity to develop the mature trees.

The Stevens-Eaton Company of New York created quite a stir among visiting lumbermen. It displayed fifty-seven samples of commercial lumber that can be bought in the Metropolitan district and offered a money prize to the one putting in the greatest number of correct answers. The contest was a novel one and at the same time a severe test for lumbermen. The winner was Charles Grosskurth of A. P. Bigelow & Co., local hardwood retail dealers, who correctly named forty-six of the samples. Mr. Grosskurth forgot everything else at the Palace and for three hours studied the many small pieces on the table. There were a number of contestants, some of them with as many as forty correct answers, while some lumbermen with years of experience flunked on the easiest and most commonly used woods. A sample of Pennsylvania hemlock proved the most serious obstacle for many of the guessers who were going strong, while the rare hardwoods put most of them out of the running almost before starting. A box of cigars each day went to the one with the most correct answers for the day and $25 to the winner for the whole time.

## Unsatisfactory Logging Around Memphis

Weather conditions throughout the entire country have been extremely favorable for work in the woods. There has been practically no rainfall in this territory now for about five weeks and the ground is thoroughly dry. It is reported, however, that not much progress is being made with the cutting of timber for the reason that labor is somewhat scarce. The cotton crop has needed chopping and other cultivation and most of the labor has been employed on the farms, with a resultant scarcity of help in the woods. J. W. Dickson, president of the Valley Log Loading Company, is authority for the statement that comparatively little timber is offered for loading and that all but one or two of the machines operated by his firm are out of commission. These are being run only part of the time and he says that the outlook is for a continuation of these conditions until there is a more plentiful supply of labor for timber cutting.

It necessarily follows, from what has been said, that the movement of timber is quite restricted. Receipts by rail are very light and the movement by water has been of rather small proportions. Owing to the good supply of timber brought out some time ago, most of the mills here are able to run on pretty full time and the same is true of the majority of those in this immediate section. It is pointed out, however, that the timber outlook is anything but encouraging and that a very pronounced shortage of timber will follow if there is not a decided increase in the rate at which timber is being cut. Manufacturing operations being full, heavy inroads are being made on the present stock of logs and the situation will soon be acute, in the opinion of some members of the trade.

## States May Regulate Fire Insurance

The supreme court of the United States has handed down a decision in the Kansas rate regulation case in which it is held that states have a right to regulate the rates to be charged for fire insurance. This ruling is based on the fact that such insurance is of public importance, and the public has a right to it on reasonable terms. The court's opinion was delivered by Justice McKenna on April 20, 1914. Three judges signed a dissenting opinion. The decision is only a few weeks old and no state legislatures have yet had opportunities to pass laws in conformity with it; but it is not improbable that the ruling of the supreme court will have much influence in shaping legislation intended for many kinds of regulation of prices

# What Veneer Users Are Learning

Perhaps the most important lesson that has been learned by the veneer using public during the past few years of general discussion and rapid progress in veneer work pertains to the use of glue. They have learned that to get the best results from glue it should not be heated beyond a certain temperature. That temperature limit has been gradually lowered from time to time and now stays between 140 and 160 degrees F, with 150 being pretty commonly used as a central point or working average.

Formerly the idea of cooking glue did not take into consideration the effect of temperature, and it was pretty generally assumed that so long as the glue pot or heater was protected from direct contact with fire by being inserted in an outer casing with water between, there was no chance to scorch or overheat the glue. This was a common error that prevailed a long time in connection with the use of glue, probably because in the early days when glue pots were set on stoves the temperature was seldom high enough to do much damage.

Experiments of the analytical class have long since proven conclusively that water can be heated to a temperature of 212 and that steam is something above that temperature, and in each case the temperature is high enough to do serious damage to glue. This matter has been elaborated on so much in discussion the past few years that there is little need to go into exhaustive detail now. Glue should be prepared and used at a temperature between 140 and 160 degrees F, and every glue user should have a thermometer so that he can know positively at all times just what temperature he is maintaining.

Another lesson learned is that repeated heating of glue or the carrying over till the next day surplus glue from the day's work is a bad idea. Glue carried over from one day to another deteriorates about fifty per cent in value and if mixed with fresh glue the next day simply reduces the value of the fresh glue instead of proving a means of economy in the glue room. Every user of veneer should figure out his day's requirements ahead and never make up any more glue than will be used up. He can at least keep it down to the point where at the end of the day he can afford to throw away whatever glue is left and have a nightly dish washing by cleaning up his pots and pans.

Following the discovery by analytical experiments of the right temperature at which to use glue and the need for fresh glue every day, there has naturally come quite a number of tests and analytical experiments with glue itself to determine just what glue is best and most economical for any given purpose. This idea has been followed out by so many people, in so many different directions, with so much elaboration, that it is almost impossible to keep up with it. Those who try to follow it out in all the finer points meet confusion about as often as enlightenmet. Perhaps the veneer using trade has been following this idea to extremes just as manufacturers have at times gone to entangling extremes with ideas of system and efficiency. Extremes of this kind are justified in many cases but they are apt to prove disappointing to many others, and to bring reaction just as extremes in fashions result in the abandoning of given fashions and taking up of something new.

One may, by a series of experiments, determine just what class of glue and what quantity and what percentage of water may be best for a given kind of work. This is enlightening, but let us say that the study and experiments have been conducted with a view to determining what are the best and most practical solutions to use on oak. So far so good, but the veneer user may have oak face veneer and he may have a core body made up of chestnut, gum, poplar, pine or any one of a dozen different woods. Any of these other woods may go best with some other glue solution that differs considerably from that being used.

The thing for every veneer user to do is to take the new theories and things learned about glue and glue-using and see how he can make practical applications of them in his own particular work. The work of veneer-using differs so radically in different institutions that it is hardly practical to lay down many general rules or formulas aside from those of temperature and cleanliness and things of that kind. The exact kind of glue and the mixture with water are things that each man must determine for himself. Then, once he determines it, there is the matter of maintaining it without going to too much trouble.

Uniformity in glue mixture for a given kind of work is an important thing. Once a man has determined the percentage of moisture that is best for a given work, it is up to him to devise simple ways and means for maintaining the standard of this solution all through the day and day after day. There are several ways of getting at this. One is by weighing the glue and using a certain amount of water to a certain amount of glue by weight; another is by measuring both the glue and the water. Each of these may err a little bit. Weighing is usually considered the most reliable, yet a given quatity of glue may weigh a little more on a damp morning after a soggy, rainy night than it would weigh during an excessively dry period. The variation here, however, is perhaps less than would result from efforts to measure. So the best plan would seem to be to establish a schedule for mixing a certain quantity by measurement of water and weight of glue.

This is really nothing but a reliable starting point, however, and one should use common sense and judgment in passing on the glue mixture after it is heated and ready to use and as to the thickness or thinness of the liquid which, put into technical terms, would mean the viscosity. This calls for another instrument as well as a glue thermometer, if one would be strictly accurate in the matter. It is an instrument that is advisable to have around. In practice, however, one can judge pretty well the fluid state of the mixture by pouring it or by watching how it works with the machine or spreads with a brush. Careful watching of this and a diligent use of horse sense as well as science and instruments will insure satisfactory results right along.

When a veneer user becomes puzzled about his experiments in this line and about what constitutes the best practical mixture an excellent thing to do is to call in for consultation a representative of some live glue manufacturing concern, or explain to the glue manufacturer just what work he is doing and ask for advice. Glue manufacturers have experts who make a study of all phases of veneering and glue-using, and they are generally in a position to give reliable advice and useful information. They are glad also to furnish it to customers and prospective customers. This is the place for the average veneer user to get his best information. Of course there are institutions using enormous quantities who can afford to have chemical experts of their own to test and analyze glue and conduct all necessary experiments to get information of this kind for themselves. Others can get it without so much expense by calling in the glue people to cooperate with them in the study and experiments.

One of the things we thought we had learned about the glue room that seems to be proving a mistake in the final analyses, is the matter of temperature at which the glue room itself should be kept when using glue in laying veneer. The theory was advanced that if it were practical the ideal thing would be to have the temperature of the room itself pretty close to the temperature at which the glue is heated. The theory back of this was there would be less chilling and settling of glue before the work could be fitted together and put into pressure. The final analyses is proving this theory to be in error. It is found that excessive heat in the glue room creates an unstable moisture condition. The air in the glue room from being heated becomes hungry for moisture, so that often it will take up moisture from the glue that is spread and thus cause a drying out and a setting quicker than when using a temperature not so high. This fault of course might be corrected by supplying more moisture to the heated air, but that would make it decidedly uncomfortable to work in. Anyway, the final analyses show that a temperature of something like 70 degrees F. is about the best for the glue room, and this is the temperature that is about the most comfortable for human

development of new scientific methods in connection with factory

# Wooden Passenger Car Situation

with steel underframes, it will not be long until there will be few passenger cars of wood in existence. This observation does not hold for electric roads.

Seven bills are pending in Congress requiring the replacement of wooden passenger train equipment in steel. The periods suggested during which this is to be done vary from January 1, 1915, to ten years from enactment of the law; in some cases with extensions of time in the discretion of the Interstate Commerce Commission.

Three bills are pending which, among other things, leave to the discretion of the Interstate Commerce Commission the operating conditions under which wooden cars must be replaced with steel equipment, and the time for such replacement.

Circulars were recently sent to various railroad companies by the special committee on relations of railway operation to legislation, headquarters at Chicago, to ascertain the progress of the building of steel and steel underframe passenger equipment, and to develop the cost of reconstruction in steel of the present wooden passenger equipment in the country.

Replies to the circular were received from 227 companies, operating 236,720 miles of road in the United States, and from eleven companies operating 27,030 miles in Canada. These are practically all of the roads in the two countries.

The roads in the United States had in commission on January 1, 1914, 58,660 passenger cars, and Canada had 5,118. Those in Canada are not further considered in this article. In the United States on that date there were 3,144 passenger cars in course of construction, and only fifteen of these were wooden cars, and but two of the fifteen were intended to carry passengers.

The following table shows the change in passenger car construction in six years in the United States:

| Acquired in | Total Number. | Steel. | Steel Underframe. | Wood. |
|---|---|---|---|---|
| 1909 | 1,880 | 26.0 | 22.5 | 51.4% |
| 1910 | 2,958 | 55.4 | 14.8 | 29.8 |
| 1911 | 2,795 | 59.0 | 20.3 | 20.7 |
| 1912 | 2,660 | 68.7 | 20.9 | 10.4 |
| 1913 | 3,550 | 63.6 | 30.4 | 6.0 |
| January 1, 1914, to September 1, 1914 | 2,144 | 86.0 | 12.2 | 1.8 |

Many of those reported as steel underframe in 1913 and 1914 were reconstructed wooden cars.

The rapid increase in steel and steel underframe cars is shown below:

| As of January 1, | Steel. | Steel Underframe. |
|---|---|---|
| 1909 | 628 | 625 |
| January 1, 1910 | 1,117 | 1,098 |
| January 1, 1911 | 3,153 | 3,099 |
| January 1, 1912 | 5,347 | 2,399 |
| January 1, 1913 | 7,271 | 5,290 |
| January 1, 1914 | 9,492 | 4,668 |
| Increase 1914 over 1909 | 8,864 | 3,043 |
| Increase 1914 over 1909 | 1,466 | 585% |

The number of wooden cars in service January 1, 1912, was 48,126. There are now in service approximately 44,560, indicating the retirement from service of 3,566 wooden cars in two years. Of this number

The cost of replacing wooden cars with steel will add a heavy charge to the railroads of the country. It has been figured as is shown below:

| | Number. | Average Cost. | Amount. |
|---|---|---|---|
| Passenger | 282 | $11,000 | $ 6,402,000 |
| Mail and express | 3,852 | 10,000 | 26,720,000 |
| Mail, express and passenger | 84 | 10,000 | 584,000 |
| Baggage and passenger | 1,000 | 10,000 | 8,000,000 |
| Baggage express | 7,250 | 8,500 | 61,701,500 |
| Passenger | 187 | 12,500 | 287,800,000 |
| Parlor, sleeping, dining | 6,405 | 22,000 | 140,910,000 |
| Business | 740 | 15,000 | 11,100,000 |
| Mixed | 51 | 20,000 | 1,020,000 |
| Total | 11,560 | | $581,127,100 |
| Average interest charge at 5 | | | $ 29,056,355 |

The charge to operating expenses under the classification of accounts of the Interstate Commerce Commission, assuming a value of $4,000 per vehicle replaced, will be $178,240,000.

## British Columbia's Public Timber

The government of British Columbia is following the example of the sales department of the United States Forest Service in providing a way for the people to share in the increased value of timber that is sold under contracts which allow long periods for cutting and marketing. If the timber rises in value, the contractor will pay more for it, according to the terms of the contract.

The British Columbia legislature passed a law introduced by the Minister of Lands, Hon. Wm. R. Ross, which assures to the citizens of that province an income within ten years of $3,000,000 a year from royalties on publicly-owned timber.

The act retains in the provincial government the fee simple title to all timber lands; it permits the taking of timber claims one mile square at an annual rental of $120 per claim, and for the payment to the government of a stumpage price which rises gradually with the increased value of timber. Under the old act of 1905, the stumpage price per thousand feet was 50 cents. The new act increases it to 75 cents a thousand feet, effective in 1915, and provides that five years later there will be added to the royalty price 25 per cent of the increased value of lumber at that time above a minimum price of $18 per thousand; each five years thereafter the same thing will be done again, the percentage taken by the government to increase gradually from twenty-five to forty per cent, the whole arrangement covering a period of about forty years.

This means, first, that the lumbermen get a reasonable profit out of their operations. The government takes nothing unless the price is above $18 a thousand. It means further that the government shares in the increased value of the timber. It establishes a great profit-sharing, coöperative principle, in which the government and the timber operators are partners. The government retains the title to the land, and the right to prescribe the way in which the timber shall be cut. The people's interest is protected, and at the same time lumbermen are encouraged to take up holdings and develop the timber industry.

# The Lumbermen's Round Table

### ARE BLANKET CONTRACTS GOOD?

A well-known lumberman, who has handled a good deal of business on a contract basis, has made some interesting discoveries as a result of the quiet market which has been in evidence during the past few months. He observed recently that blanket contracts, without shipping dates specified, are of little real value.

"When you get an order like that," he said, "it merely amounts to giving the buyer an option on the lumber at the price named. It has comparatively little binding force. The consumer may take the material, and he may not; and in any event you are not in a position to force matters."

In practically no case will a lumberman insist, however, on his customer taking in stock that he is not in a position to use. As long as he is not buying lumber elsewhere merely to take advantage of a lower price which has become effective since he made his contract, the average hardwood man will not kick. Consequently, even if a contract with shipping dates specified were made, it is doubtful if the lumberman would attempt to enforce the letter of the agreement, but would give the customer a chance to work up material before shipping him more.

Undoubtedly, however, the moral effect of a contract with exact shipping dates specified is made much greater, and there is less likelihood of the buyer attempting to avoid carrying out his agreement in the way mentioned.

### GET IN TOUCH WITH THE BUYER

The plan announced by the Nashville Lumbermen's Club, of visiting a number of leading consuming markets prior to the Buffalo convention of the National Hardwood Lumber Association, sound like one of the best stunts which has been put on in a long while. It also shows which way the trade wind is blowing, indicating that lumber manufacturers, as well as wholesalers, are learning that it is a good plan to get as close to the factory man as possible, and to find out what happens to the stock after it is unloaded at the consignee's siding.

"Things have certainly changed during the past five years," said a veteran lumberman of the old school recently. "It's getting harder and harder to make a living in this business."

What the lumberman really meant was that the tendency is developing to play an open-and-shut game, to lay all the cards on the table, and to sell lumber on its merits. Some concerns may not be able to profit under these conditions; but those which deserve to stay on earth will be found doing business at the old stand right along. Service and fair treatment are the big factors which hold business nowadays, and merchandising sleight of hand is no longer in fashion.

### THE MOVIES AND VENEERS

At first glance there does not seem to be much connection between the moving picture theaters and the veneer business; but there is. This fact appears from a consideration of the big business which has come to the seating manufacturers as the result of the erection of thousands on thousands of showhouses devoted exclusively to the photo drama; and as a large part of all the seats made for use in public buildings of all kinds, and especially theaters, are made of thin stock, the importance of the development of the industry can hardly be over-estimated.

This development, by the way, emphasizes another fact that the lumber trade as a whole seems to have been slow to appreciate; namely, that trade conditions are constantly changing, and that the successful man must constantly be on the lookout for shifts of this kind. He must note where consumption is falling off, and where new markets are developing. By adapting his business to changes in the trade, he can continue to grow, while others, who have stayed with a dying proposition, ultimately dry up and blow away.

### RIVER NAVIGATION HELPS

Hardwood men in the South appear to regard the recent attempt of the H. H. Hitt Lumber Company of Decatur, Ala., to meet the situation caused by the advance in railroad rates from that point to the Ohio river by means of a water transportation system, as of general significance and importance. The refusal of the lumber manufacturer to assume a burden which he regarded as excessive and onerous and to yield to the railroads without a struggle is of itself encouraging, and suggests that the railway principle of charging all the traffic will bear can be met in an effective manner.

The railroads have always recognized the possibility of river competition in fixing rates, and have built up their schedules with reference to this proposition. If, instead of having merely potential competition, the railroads find that the waterways are actually handling a part of the traffic which they might have moved if a reasonable charge had been made, the effect should certainly be what the lawyers are accustomed to term salutary. It will show that the traffic can bear only a certain amount; and that when that point is reached, the movement is almost certain to be diverted.

A single cargo of the Hitt company deprived the Louisville & Nashville of nearly $4,000 of revenue, not to mention the loss of tonnage on the return trip; and such a hack at the earning capacity of the line is likely to make the traffic moguls think twice before hoisting rates in the face of threatened competition from the waterways.

### WALNUT VENEERS IN DEMAND

The rejuvenation of black walnut seems to offer concerns in that field who have veneers to offer an exceptionally good opportunity. Walnut, in keeping with its quality, is an expensive wood, and while it has been shown that the supply is ample to meet the demands of the domestic trade, a very great expansion in the consumption, here and abroad as well, might strain the supply, unless the use of thin stock spread the available material over a larger surface. This will almost surely be the case. In fact, one of the leading furniture houses, which apparently read the handwriting on the wall correctly, and got a season's start on its competitors by making up $350,000 worth of walnut furniture last year, used veneers, and was not only able to get out a quality piece of goods, but to hold the price down within reason. Solid walnut is likely to be a great favorite with factory men and the public, as suggesting the generation when walnut was in its first glory; but the use of veneers may be relied upon to extend the market as it could not perhaps be extended otherwise.

### WHEN TO QUIT SOLICITING

When business is bad, the accepted system is to redouble one's efforts, and play the game just a little harder than before. This is probably the right plan; certainly American business men are not often content to sit down and twiddle their thumbs when the demand falls off a little. However, there are two sides to this, and the other side was pointed out by a hardwood man who said:

"Personally, I don't find that it is a profitable proposition to make a hard drive for business when conditions are unfavorable. Doing so means heavy traveling expenses for your salesmen; it means taking orders at prices which carry a small margin of profit; it means accepting specifications which are almost sure to result in kicks and dissatisfaction on both sides. Those with a very large overhead, who feel that they have to keep busy and keep lumber moving even if it is not profitable, may find it desirable to go after trade at all times; but our plan is to peg along quietly in dull times, take business that we know is worth handling, and let the rest go. We don't make much money; but we don't lose any, either."

## April Cut and Shipments of Lumber

The National Lumber Manufacturers' Association has published the summary of reports by its members of the April cut and shipments of lumber. The cut of hardwoods was 80,300,000 feet, shipments 42,200,000. Soft woods were cut to the amount of 839,700,000 feet, and shipments for the same month totaled 852,800,000. Compared with April of 1913 it is found that the cut this year was 27,600,000 below that of last, and increase in shipments was 4,000,000 feet. The excess of cut over shipments during April, 1913, was 56,600,000 feet, while the excess of cut over shipments in 1914 was 25,000,000. The April figures are based on the reports of 516 mills.

# The Federal Reserve Act

Editor's Note

financial history.

Able financiers and economists from time to time saw the way to sound business, as far as banking could make it sound, but politics was always a menace. Unfortunately, the destroyer was frequently more powerful, and generally more aggressive, than the builder, with the result that more than a century passed before a broad and sufficient foundation was laid for the country's financial superstructure. Such a foundation has now been laid in the present banking measure, the new federal reserve act.

The speaker declared that the banking systems of every great nation in the world, except the United States, were revolutionized more than half a century ago, and panics in England, France and Germany have been unknown during the past fifty years, while fear of panics has been the nightmare of American business life. The beginning of the new order of things in this country dates with the passage of the Aldrich-Vreeland act, which was intended as a temporary measure, creating what was to be known as "emergency" note circulation, and appointing a monetary commission to study the system of banking and currency in England, France and Germany, and report to Congress such recommendations as in their judgment seemed advisable. They were charged with the duty of formulating a system of banking and currency that would become adaptable, and calculated to supply the requirements of the commerce of this country. Their recommendations, the Aldrich bill, were reported to Congress, but for some reason, notwithstanding the fact that Senator Aldrich was master of the Congress from which he voluntarily retired, the bill failed to pass.

### [illegible]

It was discovered that the nation's currency system was inelastic, due to the fact that the portion of the currency that should have fluctuated was inflexible, because secured by government bonds. It was discovered also that credit was inelastic, and this was due to a system of rigid reserve requirements. Other salient defects were a lack of banking co-operation and absence of a rediscount system, by which commercial paper could be made liquid, instead of a dead asset in the hands of the holder until maturity, and the fact that our system provided no means of control of the international flow of gold, and no foreign banking facilities. Our banking foundation seemed to be laid in unliquid, or we might say semi-liquid stocks and bonds, which are paid only after some years, and probably as the result of accumulation in sinking funds, and not from the moving wealth of the country passing from producer to consumer.

There was no mobilization of reserves, a means whereby the resources of all the banks might be used by all the banks for the common good and the general commercial welfare. An adequate rediscount system was wanting. The best assets of the country could not be quickly converted into money. By rediscount much of the wealth can be made fluid.

This moving wealth in the form of merchandise passing to consumption is the best wealth we have. It is represented in the realm of credit by commercial paper, and commercial paper is the best security any bank can have. The reason is simple. Back of this wealth is not only the power of the community to pay, but the necessity of the community to consume. Whatever happens, whatever the condition of the people as the result of stress, war, famine, fire, flood or disaster, they must, and do go on eating, they must wear

[illegible]

sary was elastic credit. Under the system still in operation credit as distinguished from currency is not elastic. Inelasticity of credit is due to the rigid reserve system. Banks, national banks at least, must keep their fifteen or twenty five per cent cash on hand, or within easy reach. If their reserves run below the legal requirements, they must stop lending. If they stop lending, business becomes stagnant. It is natural to consider that bank reserves are designed to be used in an emergency. Theoretically, this may be so. Practically, if a national bank allows its reserves to run below the legal limit, it may be closed by the Comptroller of Currency, after due notice has been given to replenish. To be exact, the bank is on thirty days' probation, and then the penalty is cessation of business. So long has this system obtained that we have come to consider the great test of a bank's stability the condition of its reserves. The true test should be its power to continue the extension of credit to its customers. If a rediscount system is instituted, and one will be, then a bank can turn its commercial collaterals into currency or credit, and so replenish its reserves. Then the credit scheme will be elastic. Then loaning may be continued. There may be depressions, stringencies, high money rates, but there will be no panics.

### [illegible]

Elastic currency is an incident to elastic credit. The currency by which exchanges in this country are effected is made up very largely of checks and drafts. This check or deposit currency, represented in exchange by the usual credit instruments, is the currency of commerce. Where does this currency come from? How does it originate? Obvious as its origin seems, there is still apparent a great misunderstanding of bank deposits and how they are created. Generally speaking, bank discounts and bank deposits are intimately related. Discounts and deposits will always be found rising and falling together. Discounts create deposits. Discounts or loans rise or fall with the commercial demand for credit.

This check or deposit currency corresponds not with comparative but with absolute exactness to the demands of business. It comes into existence when business needs it, and it goes out of existence when its work is done. It is perfectly elastic. The only defect in it comes from the rigid reserve system which places a limitation on loaning and so limits the amount of deposit currency that can be created. The new law revises the reserve system. It provides a rediscount market, or opens the way for the creation of what is known abroad as a [illegible]

### Limits to Elastic Credit

Under the new scheme the deposit currency will do its work more efficiently. A bank with convertible assets can always get them rediscounted and so continue loaning, and the creation of deposits may be continued, which is all that is necessary for the creation of a currency which answers ninety-eight per cent of the needs of the trade.

Of course there are limitations and restrictions against such inflation, and inflation of credit is more dangerous than inflation of currency, because it is more subtle and insidious. The limitations are in capital supplies, in gold reserve requirements, and, most of all, in the good judgment and sound sense of bankers.

To return to the currency question, it is obvious that there is need of a note currency to supplement the system of which the check or deposit currency is the chief component. There is demand for a form of currency generally acceptable and susceptible of passage from hand to hand without question. Now, if this currency is to work properly, if it is to be elastic, if it is to correspond in quantity with business demands, it should come into existence in response to the

same economic activity as the check currency and go out of existence in the same way when its work is done.

### Federal Reserve Notes

The demand for paper money is provided for in the new currency measure. It will be known as Federal Reserve Notes, and the government will be responsible for it. The redemption of the notes as well as their issue is provided for.

The defects in the old financial system have been long known; those of the new are under discussion, but taken in its entirety, the new measure is superior to what it replaces. Its strong points are that bank reserves will be mobilized; credit will be made elastic; a rediscount system will be provided; control of the ebb and flow of gold secured; foreign banking facilities provided.

### Problems Presented

The problems which the new law presents at this time are not connected with the economic fundamental of scientific banking. They are concerned with the machinery with which results are to be secured. Many students consider the scheme provided not the one best adapted to secure the results required; but on the other hand it is contended that it is the best adapted in view of certain political promises and prejudices. There is an ancient prejudice against central banks.

Thus handicapped, the problem that presented itself to the lawmakers was how to make a central bank without doing it. They succeeded in solving this enigma by making twelve regional banks and linking them together under the direction and supervision of an uncapitalized, but highly centralized and very powerful Federal Reserve Board. No organization like this Federal Reserve Board has ever been created in this country. It will control absolutely the credit situation of the country. Its powers are practically unlimited. It can ruin one section financially for the benefit of another. It could take about all the banking resources New York has and transfer them to California. It could stop the development of the South, and force the development of the North, and if it were considered important that Missouri be carried by the party in power, and stuffing Missouri full of funds could do it, Missouri could be stuffed full. These are fanciful statements. They are made merely to show that no central bank could have as great power as is given this board.

### Weakened by Dispersion

The system of twelve regional banks instead of one central, is an element of weakness. The bank reserves will be scattered, and their mobility depends on the action of the board.

This action may be reasonable or arbitrary; it may be wise, or it may not. The fact is that there is not going to be that perfect mobilization that can result only from the action of economic laws on the flow of money, which is the most liquid of commodities. Nevertheless, bank reserves will have mobility, and under the present system, now in operation, they have none.

It is axiomatic that $50,000,000 of gold in one pile is ten times worth a similar amount in scattered form. This was well illustrated in 1907, when England out of the meagre gold hoard of $150,000,000 saved us by sending us what we needed, when we had ten times as much gold as England had. But over ours we had no control. England controlled its by a discount rate.

Under the new system this country will have a discount rate fixed for each district by the district reserve bank. It will not be the rate which all banks will charge; it will be the rate which all banks must pay if they desire to take advantage of the opportunity to rediscount their holdings.

### The Bill Market

What is known as the bill market is going to be a great factor in making the new system successful. There is nothing of the kind in the United States now. Commercial paper, the promissory notes of business houses, and the other securities of the commercial world, as distinguished from the investment world, are not live assets under the present system. Under the new one they will be, because they will be subject to rediscount.

The undertaking to establish twelve bill markets seems certainly to fail, and then one of two things will happen; either economic rules will assert themselves and by common consent, and for the common convenience and advantage, one bill market will be established, or the law will be amended.

### Interest Rates

Some have supposed that the new system will make low interest. The system is not going to control interest rates. That is beyond the power of the Federal Reserve Board. Unless the same economic law fails to operate in this country, we will find that the rediscount rate at the Reserve Bank will always be a little higher than the private rate.

The benefits which it is believed will result from the operation of the law may be summed up as follows:

The American people will enjoy immunity from extensive financial panics and serious bank failures, limiting business suffering to those who have earned it.

Our business men and all classes of the country will be free from habitually recurring ordinary stringencies in the money market, such as have usually occurred during crop moving.

More money for legitimate business, and less for speculation, will result by the provisions of the new act, with reference to enabling banks to mobilize reserves.

It will vastly improve our facilities for international exchange and greatly help us to increase and make more profitable foreign commerce.

## Jack Fruit Tree

The jack fruit tree (*Artocarpus integrifolia*) is botanically a member of the mulberry family (*Moraceae*), and is related to our common osage orange or bodark (*Toxylon pomiferum*). The tree is a native of the East Indies but is of interest to American lumber merchants and wood users, because it was introduced into tropical America as early as 1793 by King George III and has now been thoroughly naturalized. It was first brought here on account of its fruit, which is highly esteemed. The islands of the lesser Antilles and the shores of Central and South America bordering on the Caribbean sea seem to afford congenial localities, but it is in Brazil that its highest development in the New World is attained. The tree grows sparingly in southern Florida, where the fruit does not ripen successfully.

The tree attains a height of from sixty to eighty feet, according to soil and climate, having a diameter ranging from one to three feet. The trunk is usually straight, often rising clear from the ground for twenty or thirty feet before it divides into numerous horizontal branches. It is sometimes used in coffee and cocoa plantations for shade, and is incidentally gaining importance as a timber producing tree. Under the most favorable situations it attains a height of from eighty to one hundred feet and yields an excellent and valuable timber, yellow when first cut, but afterward changing to various shades of brown, a dull red or mahogany color. When made into furniture and well kept, it attains a polish little inferior to mahogany in color and appearance. In India where this tree grows very abundantly the wood is used for house and boat building, and is said to last from twenty-five to seventy-five years. It is used also for musical instruments and ornamental work. The English people in India know it as jack tree, and the wood is imported into England for cabinet making, parquetry work, and likewise for the backs of brushes. The roots of the older trees furnish a dark-colored wood, admirably adapted for picture frames and carving work of all kinds.

The wood is imported into the English market under the names of jackwood, jak-wood, kanthul, and orange-wood, from the Malabar coast and Ceylon in the form of large logs over three feet in diameter. In the south and west of Ceylon it grows very fast and the wood is said to be very beautiful. It is yellowish-gray in color, rather soft and light (about forty pounds per cubic foot), strong, resistant, and elastic. It works easily, is fairly durable and seasons readily. A dye of a brilliant yellow is obtained from the heartwood.

This is the tree which deserves closer attention in tropical America, because it can be made to become of importance in commerce, not only as a dye, but also as a cabinet timber of high repute. It must be understood, however, that it is only the heartwood of this tree which can be employed for such purposes. The sapwood is soft and useless, which is likewise the case with the tree which furnishes the beautiful letter wood (*Brosimum aublettii*) of Guiana, which belongs, according to botanical classification, to the same family as the jack fruit tree.

# Pertinent Legal Findings

### RIGHT TO CONSTRUCT TRAMROAD ACROSS LAND

### WHEN MATERIALMAN'S LIEN IS NOT WAIVED

### WHEN FREIGHT IS CONSTRUCTIVELY DELIVERED

### RIGHT TO RELIEF AGAINST BOYCOTT

### COMMERCIAL REPORT AS LIBEL

It constitutes actionable libel for a mercantile agency to issue a false report that a business corporation has been sued for an amount largely in excess of its capital. (Idaho Supreme Court, Pacific Packing Company vs. Bradstreet Company, 139 Pacific Reporter 1007.)

### FORFEITURE OF TIMBER SALES CONTRACT

When a contract for a sale of standing timber provides for its removal within a fixed time, but gives the purchaser the right to extensions for yearly periods on making certain payments by

### UNACCEPTED ORDER FOR LUMBER, ETC.

An unaccepted order for lumber and veneers creates no liability on the part of a concern to which it is addressed. (Michigan Supreme Court, Talge Mahogany Company vs. Linder Interior

### RISK NOT ASSUMED BY WORKMAN

### EFFECT OF MISTAKE IN MECHANIC'S LIEN STATEMENT

A mechanic's lien statement is not vitiated by the fact that there is a clerical error as to date in one place, if the statement as a whole, in connection with the date of filing, shows the correct date. (St. Louis Court of Appeals, Banner Lumber Company vs. Lund, 165 Southwestern Reporter 389.)

### WHEN TIMBER CONTRACT MUST BE IN WRITING

### LOGGING ROAD NOT COMMON CARRIER RAILROAD

The Federal Employers' Liability act, which is applicable to interstate common carrier railroads, does not apply to a railroad operated by a lumber company for the exclusive purpose of carrying its own logs to market. (United States District Court, Western District of Washington, Bay vs. Merrill & Ring Lumber Company, 211 Federal Reporter 717.)

### OWNERSHIP OF SUNKEN LOGS

### DUTY CONCERNING SAFETY APPLIANCES

# Office Efficiency—Its Saving

The subject of efficiency has received so little consideration in the minds of the lumbermen that the writer will try to set forth a few plain examples of the inefficiency of the lumber office in general. The examples sighted are taken from actual business correspondence and are not made to fit the occasion.

Here is an inquiry received from a consumer. It was a duplicated affair and read as follows:

Messrs. ———— & Co.,
New York City.
Gentlemen:
We are in the market for a car of 1" birch
Quote your price and tell us how soon you could ship it ordered. Also the widths and lengths. Yours truly,

The lumberman who received it answered as follows:

Messrs. ————
Gentlemen: Referring to your inquiry of the 11th instant, we would like to know what grade is required on the birch.
On receipt of this information, we will be glad to quote you.
Yours very truly,
———— & Co.

A few days later the consumer answered:

Messrs. ———— & Co.,
New York City.
Gentlemen:
In answer to your letter, we neglected to state that the grade should be 1s & 2s. We will be glad to hear from you promptly.
Yours truly,

The lumberman then answered as follows:

Messrs. ————
Gentlemen: We thank you for your letter.
We can furnish you with a nice car of 1" 1s & 2s dry Canadian birch at $44 per M. delivered your station.
We hope to have your order.
Yours very truly,
———— & Co.

They lost the order. Some one else told all there was to tell about their particular stock and because of this fact, received the order. But that is only half the story. Just look at the inefficiency all the way through and the wastes of time and materials. These are the things we are anxious to conserve. Of course, the consumer was wrong at the start in not giving all the information as regards the placing of that order but the lumberman was at fault in answering the way he did. There was no need of the consumer's second letter nor the lumberman's answer. The lumberman's first letter, written another way, was all that was necessary.

The writer talked with this lumberman and showed him his errors in handling correspondence. He also suggested that when the latter next saw that consumer to have him exhibit the letter that took the order. The lumberman did. The letter was as follows:

Messrs. ————
Gentlemen: Answering your inquiry, you do not state what grade it is that you want, so we are quoting you on all three, trusting that this will answer your inquiry and not to delay you in placing the order.

1 car 1" 1s & 2s birch $44 per M. delivered.

This is choice Canadian stock, is dry and well manufactured. It will average about 8 to 8½" and run fully 35% 14' and 16' lengths. Good plump thickness is assured and the grade fully up to the National rules. We can make immediate shipment wiring you car number the day after receipt of order.

This is unselected birch on which we are quoting.

If you want a car of 1" 1s & 2s red birch, the price would be $53 per M. delivered. This will average about 7½" and otherwise the above holds good for this item.

The other two grades are as follows:

1" No. 1 common birch, $52 per M. delivered.

1" No. 2 common birch, $27 per M. delivered.

We have described the first item completely because we believe that is the one you want. You sent us a similar inquiry two months ago, but the grade was stated as 1s & 2s.

We are ready to make immediate shipment. We give splendid service, as you know. May we ship this car to you?

Yours very truly,
Progressive Lumber Co.

Here is one concern who handles its correspondence in the right way. It saved the consumer a letter and itself having to answer the extra letter. In other words, it gave the consumer all the information he could ask for. It covered his omission by its answer. Yet, taking all in all, this "Progressive Lumber Company," used nothing but common sense in its answer. Human nature doesn't like to admit mistakes or omissions and have to follow them up with more expense, as was the case in the first instance.

In the second place, the "Progressive company's" correspondent left no room for further questions. He gave all the information that was necessary. The description given was as good as if the car itself were on exhibition for a sale and it was either a "yes" or "no."

It is the little leaks that make the big ones. If you can't stop the little ones, what chance have you to stop the big ones? Outside of not getting the order, the first lumberman had a charge of from twenty to sixty cents for the two letters which in the end produced no results. One letter would have been sufficient (as was the case with the Progressive Lumber Company), at a cost of from ten to twenty cents. These costs vary, naturally, with the kind of stationery, number of letters turned out per day, speed in taking dictation, overhead expense of office and machine, depreciation. By the way, how many of you have ever stopped to figure the cost of a letter? All the items mentioned must be taken into consideration.

It is safe to say that the consumer will be careful in the future to see that all the information is on his inquiry. It is also safe to assume that the first lumberman mentioned will be more specific in his replies. He is, incidentally, quite a close student of "Business Correspondence" and his letters have changed considerably for the better.

That is only one instance of the wastes in the office. Ever think of the stamps you waste? Some time ago the writer was standing at the mailing desk of his concern and saw three letters sealed, all addressed to the same concern. This opened his eyes to the wastes in postage. These letters were opened and all three put in one envelope. They went under one stamp. Look at the waste in just this one instance: two envelopes, two stamps, time wasted addressing two envelopes—two minutes, time wasted in stamping, sealing, etc., the two extra envelopes. That doesn't seem to be of much account, does it? But while the writer stood there he found five other instances. These little things are the things that count. During the next few years every business must undergo a radical change in its handling and operating departments in order to survive. Remember, little leaks make big ones.

A great many concerns buy envelopes printed by the government with the stamp embossed thereon. The only trouble with this manner of getting them is that you have to order them way ahead and then tie up a considerable amount of money in the stock. The writer recently installed a stamp machine which has paid for itself already. It serves a two-fold purpose. When the mail is ready to be sent out, the sales letters are stamped first. The boy records the number on the stamp-cyclometer before he starts stamping and after he finishes. This he puts on a list under sales. Then he stamps the mill letters and records the number on the list under mill letters. Then, the general correspondence, bills, invoices, etc. This record is laid on the writer's desk for comparison. By it he can tell just how many letters were turned out in each department and see if the work is up to standard. The stamp machine is locked and therefore the chance of stamps being stolen, is minimized.

Another inexpensive but efficient and time-saving machine is the envelope sealer. Two hundred letters can be sealed in less than ten minutes. One young lady can stamp and seal two hundred letters in sixteen minutes. Just compare that record some day, with the way you do it in your own office. Remember, every minute saved means more time for other work and consequently, money saved.

One great waste in time is that lost in having to get up to get this or that. The writer makes it a rule that all the office force shall see

triplicate freight forms; to the seventh for invoices; to the eighth for statements. Enough envelopes for the day are before each one. An eraser is attached by means of a cord, to the typewriter. Pencils and notebook are required to be on the desk ready for instant dictation. No time is lost. Therefore, money is saved. Output (in the form of letters, etc.), is therefore increased. Overhead charges are

Standardization is economy. Have everything in a stated place. Don't have your force hunt around to find things. Have two charts drawn up (about one concern in ten thousand does this but inside of five years there will be hardly a concern without a chart), one showing the organization and authority and the other showing where everything is—each cabinet indicated and what it contains. Show a stenographer's desk standardized as to materials within. Show the storage wardrobes. When stores are moved, check them off the stock list. A glance at these stock lists shows when to order more materials. Besides it is systematic and efficient.

The writer has seen some desks of the sales-managers around the country and in nearly every instance it was a case for the street cleaning department. Some managers actually take pride in accumu-

As a rule it takes them from two to ten minutes to find any particular paper. The writer has found that the file-binder system is the most efficient. He has one single binder for inquiries, with the answers pinned to each. This is known as the "Inquiry File." It is always in one place on the desk. Next is the "Inquiries awaiting prices from mills" which title explains the use of this file. After the inquiries are quoted on, they are transferred to the Inquiry File. This is also always in one place. The third binder has four divisions in it. This is slightly larger than the standard letterhead size and is always on the center of the desk. From this binder all the sales work is carried on. In the morning when the mail is sorted the sales mail is divided and put in each of the four compartments of this binder. The first is "Immediate;" the second, "Deferred;" the third is, "Awaiting Information," and the fourth is labeled "Ideas." No letters are ever in sight because the binders are kept closed. The fourth binder is entitled "Results," which includes the records of sales with comparisons of years and months and weeks; also the cost per car for sales, number of letters turned out daily, and other vital information. These records are not for historical purposes. They are for use and comparison. If costs are going up everything is carefully analyzed and the cause is corrected or eliminated after a fair trial.

An office force will do their best work under ideal conditions. Since ideal conditions are more or less of a myth, and since it is not possible to please all, good average conditions should be carefully watched. For instance, if a room is too warm it is inclined to make its occupants sleepy. If too cold, the reverse is true. It is better, however, to have it too cool than too warm, although neither extreme is good. If the office is clean, the desks kept clear of all unnecessary articles and the light good, your force will do their best work. This may sound a bit fussy but efficiency strives to remove all obstacles that bar speed and purpose.

Some of you will wonder whether these principles are right or not. Before the writer put these principles into effect he made a few notes of the work that was being turned out. Two stenographers were turning out on an average of one hundred letters a day. Today the average is 190. This amount is for the two together. Efficiency has therefore nearly doubled the output and reduced the cost almost half.

These are only a few of the wastes that occur. In the following articles in this series the writer will give examples of wastes in and around the mill, in loading and so forth.

Every motion that you eliminate, means just so much less in cost and just so much more in gain. Every motion that you save, every

effectively.

H. E. S.

# Automatic Sprinklers in Sawmills

as rather undesirable risks. The character of the construction, the kind of work done and the poor "housekeeping" which prevails in many lumber manufacturing plants is responsible for this, and it is frequently the case that the rate goes up as high as five per cent, while the lowest mill rate on mills of ordinary construction is not much under three percent. Compared with rates on other manufacturing plants, this is unusually high, and forms a burden on the sawmill man, which he should not be content to carry indefinitely.

Fireproof construction is coming into use in a good many cases;

small percentage of mills will ever be constructed in this way. Improved construction is available, however, without resorting to the fireproof type. Substantial wood construction, or the use of the mill construction type, can be used, and if the building is then protected with automatic sprinklers, a low enough rate can be secured to make the burden of insurance exceedingly small compared with the rate which is charged against a building not so protected.

The growth of the automatic sprinkler idea has been nothing short of marvelous, and the use of this system has undoubtedly done its part to cut down the fire waste and decrease the fire hazard. Practically every big concern, from a department store to a sawmill, can make use of sprinklers, and in many, if not most instances, it will be found that they can be installed on a basis that will enable their cost to be wiped out in a few years by the reduction in fire insurance premiums.

The first thing that should be thought of in installing equipment of any kind designed to reduce the risk or increase the protective

fact is that the saving will result from thoroughly reducing the danger of having his business crippled by a destruction of his plant. The reduction in the cost of the insurance is a secondary item, but it is also one that merits careful consideration, because, as a practical business proposition, the lumberman must consider the amount of the investment he must make in order to improve his plant in this connection, and the dividends he will earn on the investment through reduced premiums, in addition to the satisfaction of knowing that fire loss is less probable that it was before.

Most lumbermen are familiar with the principle of sprinklers. The system consists of pipes running to all portions of the plant, and carrying a supply of water which is furnished either by an overhead tank, or, if the local water supply is sufficiently large and the pressure is great enough, from mains outside the building. The pipes are equipped with sprinkler heads, placed closely together. These heads are composed of a fusible metal, which melts when the temperature rises abnormally. If a small blaze should break out, the sprinkler head nearest it would promptly melt, the water in the pipe would be released, and the blaze would be put out before it had time to spread. The automatic feature is what gives the system its greatest value. A sleepy night watchman or a careless employe cannot interfere with the work of the system, as may happen in cases where human intervention is necessary in order to get action.

It is true that the water supply is sometimes inadequate, and in that case the sprinkler system cannot operate to the greatest advantage; but in view of the fact that the fire is usually put out before it can spread, the amount of water needed is not so great as

relying simply on hose stationed in the plant, though this provision is not to be disregarded, and in fact is a valuable auxiliary of the sprinklers. In many plants a separate line of piping is installed to supply hose stationed about every 100 feet, and this, combined with the operation of the sprinklers, gives the plant almost impregnable defense against fire. A special underwriters' fire-pump is ordinarily installed to provide water for the hose service, while the supply in the tank connected with the automatic sprinklers is usually sufficient to keep that system in operation long enough to put out the fire.

Theoretically, the fire insurance rate is cut about fifty per cent by the use of sprinklers. Actually, however, it is reduced to a much greater degree. The reason is that the ordinary unprotected mill building is not a "preferred risk"; while a sprinkled sawmill is a desirable risk to have on the books. Fire underwriters, especially those engaged in the actuarial end of the business, studying the physical hazards only, frequently say that even a sprinkled mill building, not of fireproof construction, should carry a rate of from 1 to 1.50 per cent, or $1 to $1.50 per $100 of insurance; but while a rate of this kind may be put into the tariff, the sawmill man who makes the change should not be content with this until he has found that it is impossible to get the rate down to about where it is on other plants.

Fireproof plants in other lines, equipped with automatic sprinklers, are often written as low as ten cents, or one-tenth of one per cent. The sawmill of combustible construction is a different proposition, and the underwriters point out that the open construction of the mill, the fact that the system is subject to mechanical injury, and that it may be interfered with on account of the amount of dust and other material about the plant, make it impossible to give as large a credit as is due when the system is installed in a manufacturing plant where the hazards are less and the operating conditions better.

Yet, in spite of this, there is a sawmill in an Indiana city which is getting a rate of twenty-nine cents on its sprinklered risk, though the rate was secured only after competitive conditions had been introduced. The use of automatic sprinklers resulted in many companies which would not have cared to accept the liability offering to write the insurance; in other words, it broadened the market, and enabled the sawmill man to get the benefit of the kind of competition he himself engages in when a big customer with a good rating comes into the market for a large block of stock. He would make concessions to get the business; and the fire insurance companies make them to get such desirable risks as sprinklered mill buildings.

A veneer mill which is located in the Ohio valley has gotten its rate down to about fifty-five cents by the use of sprinklers, the conditions being largely the same as those which prevail in a sawmill. In fact, the company operates a band mill and a veneer saw, so that it is really in the sawmill class. In this particular case the building, while old, is of fairly good construction, being brick, and the concern provides watchman services, a fire pump, hose and other auxiliary protection devices, all of which help to cut down the rate. This is a good deal better than paying about three per cent, which would be charged without this protection, and the manufacturer has the mental relief which goes with knowing that it would be hard to put him out of commission by fire.

Sawmill men may be divided into four classes, from an insurance standpoint; those with poor buildings, who carry insurance; those with poor buildings, who do not carry insurance, on account of the prohibitive rate; those with fireproof buildings, who do not carry insurance because of the absence of hazard, and those with fair buildings, who sprinkle and otherwise protect them, and carry insurance which is offered at a low rate by reason of these improvements.

There seems to be no reason to doubt that the last class is in the best position. It is protected, yet the protection is at a reasonable figure; it avoids the great risk taken by the man who "can't afford" to pay the high rate demanded on his poorly constructed and unprotected plant; it likewise avoids the big overhead expense made necessary by the construction of a fireproof mill, which, after all is said and done, is subject to some hazard, even though it is remote. Its position is safe from all angles, and the expense of getting in that condition is comparatively small.

Fire insurance is one of the big expenses of the business, and the insurance companies are charged with making as high a rate as the traffic will bear. In many cases a little investigation, preferably with expert advice from those who know insurance and fire protection, will show ways and means of putting in equipment, including in many cases automatic sprinklers, that will cut the hazard and the rate in a way that would have been thought impossible by the uninitiated.

G. D. C., Jr.

## Government Figures on Walnut

Recent government statistics bear out the statements which have been made by leading members of the walnut business, who have estimated the annual production of walnut at 50,000,000 feet. The latest federal report which is available covers the manufacture of lumber for 1912, and gives the total production of walnut lumber for that year as 43,083,000 feet. This does not include the production of logs, many of which are exported without being cut up, and the figures show that the estimate of the walnut men has erred on the side of conservatism, if at all.

It seems to be certain, judging from the figures, that the supply of black walnut is equal to all demands which may be made upon it; and while no great forests of walnut may be cut into, the number of trees growing is still much larger than the casual observer has any idea of, and these are gradually being made use of, and are keeping the market well supplied. Recent photos in HARDWOOD RECORD indicated that there are walnut trees to be had which are over thirty-six inches in diameter; and while these are the exceptions, they are numerous enough to show that walnut is far from being a disappearing quantity.

It is interesting to note that the territory which formerly supplied the bulk of the walnut lumber is still leading, in spite of repeated declarations to the effect that the supply had become exhausted. Ohio is in the lead with 8,565,000 feet; Indiana second with 6,425,000 feet; Kentucky third with 5,855,000 feet; Illinois next with 5,197,000 feet, and Missouri fifth with 4,635,000. Tennessee has a considerable production, 3,736,000 feet; while Pennsylvania's record is 2,268,000 feet. West Virginia had an output of 1,597,000, and Virginia, 1,123,000. North Carolina turned out about three-quarters of a million and Iowa 655,000 feet, while other states contributed from 100,000 feet on up.

## How Long Will It Live?

It may be asked in all seriousness how much longer the superstition will live which ascribes to the moon an influence over timber? This unscientific and unprovable claim has long held a place in the back woods where people were prone to accept the teachings of tradition without much concern about cause and effect; but it is rather late in the day now for educated people to attribute to the dead, inert moon an influence on vegetation.

Attention is directed to this subject by a recent article in *Steam Machinery*, written by Dr. Leonard Keene Hirschberg, A.B., M.A., M.D., of Johns Hopkins University, on "Mahogany Forests." After giving some interesting and instructive history concerning the mahogany industry, the writer says: "The felling of the tree is begun by the waning moon, partly on account of the superstition of the cutters, who have always been led to believe that moonlight offers the really proper illumination for such a ceremony; partly, also, because the experienced woodsman has demonstrated that the mahogany tree is the freer from sap, sounder and of richer color, than when felled before the full moon."

If there is anything certain it is that the moon has no observable effect on the flow of a tree's sap or on the characters and qualities of the wood. It can be argued scientifically that it cannot have, and it has been demonstrated in practice that it does not have such effect. Apparently there is some mistake in the statement that the felling is done by moonlight, or with regard to any phase of the moon. Accounts of modern mahogany logging operations in America and Africa do not mention that custom. In some of the tropical regions hauling logs from the woods is done at night because the heat by day cannot be endured by the ox teams; but the position of the moon is not taken into consideration.

# Veneer and Panel Semi-Annual

[illegible] annual meeting of the National Veneer & Panel Manufacturers' Association was held at the Auditorium Hotel, Chicago, on Tuesday and Wednesday, June 9 and 10, 1915.

### President's Talk

Following the reading of the minutes and roll call President R. W. Lord spoke briefly. He considered the annual meeting [illegible] of the association owing [illegible] to the results of the [illegible] investigation regarding the veneer and panel industry [illegible] with reasonable success. The effort was [illegible] the formation of uniform rules governing the [illegible] and it was felt [illegible] millions than ever before.

As to [illegible] inspection, President Lord said that the [illegible] now has fair rules in effect, but on account of the fact that manufacturers are not [illegible] in instructing their inspectors, [illegible] Studies [illegible] experience. He suggested the desirability of greater interest in this feature. Concerning the excellent inspection work being done by the National Hardwood Lumber Association on lumber, President Lord said that there is no reason why this same effectiveness cannot be accomplished in connection with veneers. He stated that this is one of the most desired accomplishments of the executive committee.

Mr. Lord told of the excellent work being done by the traveling representative for the association, Mr. Roach. He instanced several cases in which Mr. Roach has acted as arbitrator and has settled controversies satisfactorily to the contending parties. The president stated that Mr. Roach is well posted on classification and grades of veneers and is competent to pass on questions regarding stock. He stated it would be to the good of the association members if the buyers of their products could be brought to a realization of the fact that Mr. Roach is in a position to arbitrate disputes fairly and satisfactorily to both parties.

Referring to the grade and inspection bureau, the president said that through this means the members can secure information about [illegible] cause [illegible] to correct in any other way, which [illegible] suggestions as to their respective habits. He suggested that this bureau should be used more fully.

The president then stated that while the association has accomplished much it still has a great deal to do. He pleaded for more hearty moral support from among the members themselves.

He deplored the tendency during dull times to cut off association dues as a means of reducing expenses, stating that when times are dull members of the association are more in need of its assistance than ever. In touching on price-cutting, the president said that nothing can be more disastrous and that it does not create business, but rather on the other hand discourages it. He said that when a man cuts prices he must necessarily skimp his grade, which consequently results in dissatisfied customers.

The president expressed his confidence in the future development of the veneer business, which, he said, is increasing in importance as to price and volume constantly. He pleaded that the members do not attempt to force the market, but rather limit their cut or hold their stock until they can gain prices which are commensurate with good business.

### Secretary's Report

Secretary E. H. Defebaugh gave an instance of lack of association work which is resulting now in a considerable price reduction on the average run of yellow pine. He said that formerly a tentative selling sheet was used by members which was but an indication of what prices should reasonably be. This, however, was done away with through the efforts of the state of Missouri and federal government, and as a consequence there is no uniformity in prices, and the yellow pine situation is pretty well demoralized.

In commenting on the box business, the secretary stated that it is in first-class shape, and because of that this indicates a general activity in various commodities which necessarily are shipped in [illegible]. He [illegible] [illegible] of [illegible] [illegible] against [illegible] [illegible], who would be apt to attempt to buy the trade under present conditions.

Secretary Defebaugh urged all members to pull for the National Chamber of Commerce. He said that it was engaged in a tremendous work and needs the support of every business man, particularly in its efforts to off set the unfair efforts of trade unions. He stated that the advantage of having this one body to represent business men is that it as an organization would make a better impression on the law makers than individual bodies of business men.

In reporting for the treasurer, Mr. Defebaugh said that the association had on hand on December 15, $189.17; balance due to date is $76.12, [illegible] [illegible]

### Discussion on Log Preservation

The president called upon George Henke of The George Henke Company, New York, who gave a short talk on the preservation of logs.

S. B. Anderson of Memphis referred to a report on log preservation delivered by the technical research committee before the Gum Lumber Manufacturers' Association convention at Memphis a couple of weeks ago. According to Mr. Anderson the main suggestion was that to prevent rotting it is necessary to cover the logs with some substance immediately after cutting and before fungi have begun their work. It was also suggested that the best remedy is to saw the logs as soon as possible after they have been cut.

Mr. Lemke of Wausau, Wis., stated he cuts his logs as soon as possible in order to save them from rotting and checking. He said he has little trouble in preventing end-checking and splitting by the use of different applications which he has experimented with, but he can't stop the rotting with the use of any preservative treatment, and hence resorts to the only method he knows of, that is, cutting his logs as soon as possible.

He stated that logs laying in the woods from October to December will be dry rotted two feet from the end. This rot he said is caused by sap working out from the ends through the preservative.

C. T. Jarrell of Humboldt, Tenn., said he never had found a successful preventive of dry rotting. He said that his concern cuts its logs after September 1 for the winter and spring work, stating that it finds less damage to timber than in the summer-cut logs. There is some damaged timber at all times and the only remedy he could suggest for preventing rot is to saw immediately after cutting. He said there is not much trouble in preventing checking, but there is in sap rotting.

Mr. Setter in speaking of basswood said that it spoils readily; that logs cut in October, November and the first part of December will keep better if cut well after the sap starts. He further stated that logs immersed in water will be preserved longer.

Mr. Lemke said that while birch will be preserved in water, basswood will sour if immersed. He suggested covering the ends with canvas, stating that it worked pretty well.

S. B. Anderson said that the theory of preserving logs is keeping air away from the ends of the logs, and that sealing them should prevent damage if used immediately before.

President Lord said that the season of cutting should have more attention.

Mr. Haskell stated that in his opinion deterioration results from souring and that no amount of sealing will prevent souring.

President Lord on motion of J. T. Edwards appointed a committee of three to investigate the question thoroughly.

A. E. Gorham suggested the advisability of using more careful methods of log buying, stating that if the members could but govern their purchases according to what they would probably use there would be a considerably decreased loss in damaged logs. He said that through the purchase of only enough logs to last

through the season many would be saved from deterioration, and also price cutting due to accumulated stock would be eliminated.

President Lord expressed himself as being in accord with the sentiment where it is practical to apply it. He stated, however, that in some cases, particularly where the logs are brought in on the water, it is impossible to tell beforehand how many logs will be needed or how many logs the contractors will get out. He said, however, that the question should be considered closely, and suggested that the committee take up this question, as well as the question of preservatives.

### Business Conditions

Then followed a discussion of business conditions.

E. E. Hemingway stated that his concern was running on short time on veneers to be used next year in its own plant. He said it is building a warehouse to take care of the accumulation of stock, and that many others he knows of are doing the same thing, that is, either storing their stock or running on short time.

Reverting to the question of log preservation, Mr. Hemingway said that he conducted some experiments with treated and untreated logs; that without the treatment a certain set of logs turned doty about 2 to 3 inches from the end, whereas in the same length of time the same logs cut between September and June were spoiled 2 to 3 feet from the end without the treatment. He suggested that the proper time for treatment in the North is as soon as the frost is out of the log.

Mr. Barnard spoke regarding quartered oak conditions, stating that furniture buyers are not taking much stock, but that his mill is running steadily.

W. A. Runge stated that inquiries and orders are quiet, and expressed as his opinion that business will not look very much better until fall.

President Lord again cautioned members not to force stock.

A. E. Gorham suggested the advisability of getting out periodic reports to keep the members posted as to stocks of logs on hand and probable cut. He said that he had sized up the situation for the present year as pretty dull and as a consequence had bought fifty per cent of his normal log supply. He stated that if the other members had had the same information and acted accordingly, they would be in a better position at this time. In discussing this question it was developed that it is extremely hard to get this information from the members.

Mr. Lemke, in speaking on the same question, said that he had put in fifty per cent as much birch this year as last year; that he had formed his conclusions regarding the market in talks with the trade, and believes that the establishment of some information bureau of this kind would be of benefit.

A. E. Gorham, in again speaking, said that he believed that not more than one-half of the members really knew how many logs they have bought, and that the compilation of such reports as he suggested would compel them to keep track of their logs. Mr. Gorham suggested that the association's traveling representative, Mr. Roach, take up the matter of such reports in connection with his other road work.

The morning session then adjourned.

## AFTERNOON SESSION

The afternoon session was opened with a short talk by Mr. Wheelock, representing the Panama-Pacific Exposition, who issued an invitation to the association to hold its next semi-annual meeting at San Francisco. Mr. Wheelock went briefly into the various features presented at the exposition and painted a very attractive picture of what will be seen.

A. M. Cleveland, president of the National Basket & Fruit Package Manufacturers' Association, addressed the convention on invitation of Mr. Lord, and spoke mainly on the value of association work, stating that an association is just what its members make it.

### The Drying of Veneers

President Lord then introduced Albert Kraetzer, who spoke on lumber and veneer drying methods. Mr. Kraetzer spoke in part as follows:

I was in a new southern veneer mill some months ago, where they had 4 or 5 "rotaries," as the foreman called them. They had just placed a log about 36" in diameter into one of the "lathes," as I called them, and 1/20" veneer was unwinding itself. The veneer was bright, pretty and flat, but unattractive. I made for the storage room to see what it looked like when dry, for making is what happens to lumber. I had suspicions.

You will agree with me the proper remedy for defects is to first ascertain that there are defects and then go backwards to determine at what stage of manufacture these defects originated.

Believe me, I found defects enough. Twist, cup and warp galore, and it showed on the face of it that there was room for improvement. But the greatest surprise was in the 1/20". This had ruffles on the ends. Ruffles, mind you! Now, ruffles are fine in their place. Some of my happiest recollections are spiced with a haunting memory of ruffles, but ruffles emphatically are out of place on the ends of 1/20" veneer. So why ruffles? This was easy. The ends of the veneer had dried faster than the other portions because they were exposed when the sheets were stacked, and as the main body of the sheets had not shrunk until the ends were dry, the ends, of course, had to dry while they were held in the distended shape. And being the center had shrunk the ends had become set in width. Later on the center, which dried more slowly, had also shrunk more than the ends, and as the ends could not shrink after they were dry, they had to curl up into ruffles.

I asked the missus how ruffles were made and she explained that one side of the goods was either shirred, scrambled or tucked, and then inquired in her serenely unsuspicious fashion, "why this sudden interest in ruffles?"

Obviously, the remedy lies in either shrinking the ruffled ends as much as the center, or to dry the center as fast as the ends and thereby also prevent some of the excessive shrinkage of the center.

My next step was to the drying room, and the first thing I encountered was my old friend, "whiskers," otherwise known as fungus, or mold. Fungous growth is a sure indication of stagnant air, and the air in that room was surely stagnant.

The veneer, after being brought from the trimming room, where it had been cut to size, was being fed on endless chains into sheet iron ovens. All of these 1/20" veneers made at least one round-trip through the ovens, and I noticed the tendency toward ruffles before the veneer was started on its first round-trip through the drier. After the first round-trip the ruffles began to show more prominently, and after the second they were present in their full effulgence.

I drew the operator's attention to this feature and I got from him just the very answer that I expected: "This damn machine is no good. We have tried everything and it still comes out this way."

Now the expression "we have tried everything" always gets on my nerves, for it really does not mean anything. All that can possibly be taken from this expression is, "we have tried everything we can think of." And in a good many cases the thinker is hampered by a diminutive "think tank." So, blame it on the machine! It was apparent to me that the fault was not with the drier, but rather with the condition of the material as it was entered into the drier.

Then I got back to the rotary and I noticed several things. The first was that the veneer as it came from the rotary was not "smoking." This proved the log was not hot enough. Everybody who has ever steamed lumber under pressure for bending purposes, or otherwise, has noticed that the surface to a depth of anywhere from 1/32 to 1/16 of an inch, gives up its moisture almost immediately, after being exposed to air that is capable of taking up this moisture. Apply this 1/20 veneer and see where 2 32 will land. The veneer as it came from this rotary was not giving up its excess of moisture for the reason that it was not hot enough was not smoking enough to give up its moisture.

The second was that boys were rolling up this veneer into coils just contrary to what ought to be done for drying it: the third was that after a time men unrolled these coils onto tables that had solid tops and rapidly cut up the long sheets into regular sizes and stacked them solid; the fourth was that the air in the room was stagnant and charged with humidity—just contrary to what it ought to be. In fact, all conditions seemed to exist for the purpose of retarding the drying instead of assisting it. To cap it all a respectable supply of logs was cooling off back of the rotaries so that no time might be lost waiting for a hot log.

Next I migrated toward the boiling vats, where the logs were being prepared, and there I found the trouble, plain as day. To me the whole boiling mess seemed wrong. Here were a number of concrete vats with a warm brownish liquid in them in which were floating a lot of logs immersed for about three-fourths of their bulk. Several men were parading up and down poking these logs under the surface, turning them and manipulating them so that the whole log could be subjected to the boiling process. I asked the man in charge what the temperature of the water was. He told me that it ranged from 180 to 200 degrees; that the ordinary thermometer would register from 180 to 190, and that when he got hold of an obliging thermometer the temperature might run to 200.

The whole system of boiling vats was a messy and smelly affair, and at that it did not boil the logs, for 212 is the boiling point, and I am sure the veneer as it came from the log was not over 150 in temperature.

From the time that the log was first immersed in its hot bath until the bulked sheets arrived in front of the drier, every possible precaution for preventing the evaporation of moisture had been taken and then ? "This damn machine is no good."

Several months ago a gentleman connected with a big veneer industry

...are of fifteen pounds, five to ...

...over the veneer log and where the veneer leaves it.

...ought to take them out.

It will not cost very much to rig up an experimental plant for treating logs in small quantities. I will gladly supply you with a sketch; and when you are satisfied that my deductions are right, I can inform you on the strict Q. T. where you can procure an apparatus that will handle ... quantities.

...

wood, the same as is the case with glue, is but a chemical composition. Referring to experiments he has made to analyze wood, he said that the first process was always to boil the wood in order to free the water. He said that after the water is released setting takes place, and that the sap cannot then sour.

Replying to the question as to whether or not steam under pressure would injure the tissue of the wood and make it too soft to be put on the lathe, he said that in his opinion no such result could possibly follow. He said that this process had been used abroad with marked success for thirty years.

A. P. Goldsmith, who has done more or less experimenting along the lines of treating logs with steam under pressure, said that he has found the log is not ready for the lathe when it is merely heated through. It must be thoroughly cooked in addition to the mere application of heat, as for instance in the cooking of potatoes. He said he boils all oak from thirty to forty hours.

Mr. Kraetzer said that the use of steam has a different effect from the use of boiled water, as an absolute temperature can be maintained, and as a result it can be easily determined just how long a period of steaming is required.

Mr. Goldsmith said he thought the log boiled properly is better than the steamed log. He also suggested that where possible it is better to air-dry stock before putting it in the mechanical dryer, stating that the best dryer, after all, is a thorough circulation of air, and that no dryer will do good work on veneers taken directly from the knife.

Mr. Jarrell asked Mr. Kraetzer if his remedy regarding steaming of logs is not theoretical, and suggested that if lumber can be treated with steam under pressure, he thought veneers could also be so treated under proper regulations. Mr. Kraetzer suggested as his opinion on this question that it would be necessary to pile the veneer too loosely and hence reduce the capacity. He said it would be feasible on stock ⅛ inch and up thick.

### Veneer Grading

Following the discussion, G. A. Bell referred to an invitation extended by interests representing the wire-bound box people to discuss the question of inspection rules on wire-bound box stock. He said the invitation came from one of the members of the committee of the wire-bound box people inquiring if the question would come up at this meeting.

In discussing the question Mr. Gorham said that he didn't think the general inspection committee should recommend all rules, but ...regarding inspection rules which involves a dispute between two members of the association. It seems that about a year ago one of the members asked him regarding the rule for rotary veneer log run. Mr. Young looked up his records at that time and wrote to the inquirer, stating that the records showed that before June, 1910, the rule was the same as at present, with the addition of a paragraph saying that each sheet in face stock should cut 75 per cent clear in cutting 6x24 inches or better. Mr. Young also wrote that in 1910 this paragraph was stricken from the rules and that he further advised the member that after this date, on the objection of some of the members, this amendment to the rule was voided and the paragraph reinstated.

He stated, however, that the rules as printed now do not include that paragraph, but expressed himself as believing this was an error in printing.

Going to the specific case, he said that the inquiring member sold a quantity of this stock to the other member on the basis of this information, but that the other member had bought the stock with the understanding that this paragraph had been stricken from the rules. He asked for information on the subject. It was finally suggested that the question should be referred to Mr. Roach, traveling representative, for arbitration, and that the association should stand the actual cost.

### Committee Reports

Secretary Defebaugh, speaking extemporaneously for the railroad committee, said that the sub-committee of the lumber committee of the general classification committee is doing a great deal of work in changing the classification on lumber rates. He advised that the veneer men should get together and keep in touch with this proposition, and that they should have a regularly retained traffic man who will be able to work in their behalf in these matters.

Mr. Dow, reporting for the membership committee, read the names of ten applicants for membership to the association. All applications were favorably acted upon.

Reverting again to the traffic man, Mr. Groffman brought up the question definitely of employing a traffic man. There was some discussion on this question by members who have had experience in this respect with local bodies in their community, and also which involved the discussion of various rates which are now unfavorable to forest products which would be remedied if the right kind of a man were employed.

Mr. Spencer said that the various railroads in the Southwest are gathering data in order to have veneer rates changed. He said the efforts are based on a false idea of veneer profits, and that the only remedy is valuation classification instead of thickness classification.

Mr. Lord said there is an indication on the part of the railroads to get the valuation per 100 pounds of veneers, which would indicate that they are working to the end of putting veneers on a valuation classification.

C. T. Jarrell moved that the railroad classification committee meet with the uniform classification committee and discuss the matter, and also that this committee decide regarding the employment of a traffic expert and report to the annual meeting in December. The motion carried.

### Harry A. Wheeler's Address

Harry A. Wheeler, president of the Chamber of Commerce of the United States of America, then talked regarding the work of the National Chamber of Commerce and the tremendous problems which confront the business men of the country.

The theme of Mr. Wheeler's talk was the evolution in the relation of business to the government, which must necessarily come in order that there be not a condition of chaos as between business and government and labor. He instanced the unfair advantage

that has been granted by the government to labor and farmers organizations, which has resulted from the desirability of the vote of these vast bodies. He stated that the efforts of business men to present their fair side of the case in many instances had been met with ridicule, and that previous efforts toward consolidation of business interests with the idea of having a fair representation at Washington had failed because of improper methods used.

He stated, however, that with the present effort a different result is anticipated, as the association is entirely democratic and is operating on an entirely unselfish basis.

He stated that the labor element of the country has not yet come to a fair appreciation of the efforts of the business men as represented in the National Chamber of Commerce, but that the movement seems bound to increase in its scope and unity of purpose to the point where it will be a representation of the entire business community throughout the United States. At that time, according to Mr. Wheeler, labor will be forced to recognize this element as a factor and will be compelled to confer with it rather than fight the business men individually, with the result that all questions arising between business and labor will be adjusted on an amicable basis through arbitration.

Mr. Wheeler foretold the only element which could work disastrously to the proposition, this being the tendency to withhold moral and financial support after the proposition has gone along for two or three years. He appealed for a continuance of such support not for any specified period but for all time to come, stating that only through such support could the best interests of the business men be fairly conserved.

Following Mr. Wheeler's splendid address the regular business session adjourned.

### ENTERTAINMENT

The delegates attending the convention were treated to an exceptionally pleasant banquet and cabaret performance at the South Shore Country Club following the business session. They went in a body, arriving in due time. Covers were spread for about sixty members who were fortunate enough to attend. The whole affair went off smoothly and will be long remembered as a most pleasant and profitable function from a social point of view.

# Is Lumber Output at a Standstill?

It is not possible to furnish positive proof that the output of lumber in the United States is declining, yet statistics point strongly that way. Figures showing the annual cut of sawmills are collected yearly by the government; but the plan is changed so often that one year cannot be compared with another. At one time practically every sawmill in the country is included; at another time from 5,000 to 20,000 mills are left out of the statistics. It is evidently misleading to compare totals reached in such a way, and use such comparisons to show an increase or a decrease in output. The following totals for the several years given will bring this point out clearly.

| Year. | Number of Active Mills Reporting | Lumber Cut. Feet B. M. |
|---|---|---|
| 1899 | 31,833 | 35,084,166,000 |
| 1904 | 18,277 | 34,175,139,000 |
| 1906 | 22,398 | 37,550,736,000 |
| 1907 | 28,850 | 40,256,154,000 |
| 1908 | 31,231 | 33,224,369,000 |
| 1909 | 18,112 | 44,569,761,000 |
| 1910 | 31,934 | 40,018,282,000 |
| 1911 | 28,107 | 37,003,207,000 |
| 1912 | 29,648 | 39,158,414,000 |

The foregoing figures leave the question in doubt, whether the cut is actually increasing or decreasing. On the face of the returns the cut was greater in four former years than in 1911, and larger in three preceding years than in 1912. In 1904 the cut of 18,277 mills exceeded the product of 31,231 mills in 1908. If all the mills were reported every year, the totals would constitute a reliable basis for determining whether the output is increasing, diminishing, or standing still; but the partial returns are not conclusive. What they seem to show is that the lumber output is practically stationary. If one year apparently runs ahead, another drops back, leaving the general average in doubt.

On one point there seems to be no doubt. The per capita use of lumber in the United States is not increasing. A decline has set in. As yet the decrease is small, but there is no reason to suppose that it is temporary and that a few years hence will see a larger use of wood per capita. It is doubtful if that time will ever come.

It would be interesting to know, though it is impossible to find out, just what the use per capita has been during past years and decades. Prior to 1899 statistics of lumber were much more fragmentary than they have been since. Once in ten years the United States Census compiled figures, and these go back a century, but no one ought to suppose that such figures were complete. In early times the mills were usually small and in remote districts, and the compilers of the censuses doubtless missed more than they found.

If forest products are considered as a whole—the finished, the rough, and the unmanufactured—it is highly probable that the per capita use has been declining for a hundred years; but nobody can prove it. The log houses of the pioneers contained more material than modern frame houses of the same size. The old rail fence demanded 75,000 feet of logs per mile. The modern board fence, including the posts, can be made with less than half of it, while the wire fence will take less than one tenth. There was at least three times as much fencing used seventy-five years ago as now, in proportion to the number of people. There were proportionately more farmers then than now.

The modern farmer, however, uses more buildings than his grandfather did. The pioneer seldom built sheds for his cattle; sometimes not even for his horses; occasionally his hay was stacked in the fields rather than under roofs; and as a general thing he was not much of a builder of anything except good fences, for which he cut material with no idea of economy and no thought for the people who were to follow.

The farmer is now learning to use lumber wisely and well. Agricultural schools and lectures have taught him the economy of shelter. The roof is the best investment he can make, next after good machinery. There must be barns large enough to house all the crops; sheds for the cattle, horses, sheep, hogs, and poultry; silos, granaries, and cribs. The progress along that line is remarkable.

There lies the lumberman's chance to increase his sales. He does not need to create the demand. It already exists. What he needs to do is to take advantage of the opportunity, and see that the farmer uses wood instead of cheap substitutes, like roofing paper, wall board, metal siding that will rust out in three or four years, and other makeshifts which the substitute people are pushing in wherever possible.

There are 7,000,000 farms in the United States, and every one of them is a prospective market for lumber. There is urgent need now for 500,000 additional silos. In the small item of farm gates—gates ready to hang—the farmers of Minnesota alone buy the equivalent of 4,570,000 feet of lumber a year. A few years ago the farmer patched up the best gates he could, of poles, rails, slipgaps, or whatever he could get, but now he buys the best.

Everything points to the farm as one of the lumberman's best prospective markets. The agriculturist is prosperous. He is able and willing to buy whatever will prove to be a good investment, and better buildings, fences, and shelters appeal to him. If every farmer would buy only 2,000 feet more lumber a year than he is now buying, it would increase the sales 14,000,000,000 feet a year. That would absorb one-third of the whole lumber cut of the country. That appears to be the most promising field wherein to increase the use of lumber.

# The Mail Bag

Any reader of HARDWOOD RECORD desiring to communicate with any of the inquirers listed in this section can have the addresses on written request to the Mail Bag Department, HARDWOOD RECORD, 537 South Dearborn Street, Chicago, and referring to the number at the head of each letter and enclosing a self-addressed stamped envelope.

**B 740—Wants Common and Clear Poplar Squares.**

**B 741—Competent Cruiser Wants Position**

**B 742—Wants Market for Walnut Timber and Stumps.**

**B 743—Wants Display Fixture for Displaying Doors.**

# Clubs and Associations

## Grand Rapids Lumbermen Meet

The serious business of the evening was the election of officers. The ballot showed that the choice fell on Otis A. Felger for president, Wilber Warner, first vice-president, G. W. Perkins, second vice-president, A. M. Manning, secretary, and David Boland, treasurer.

After the conclusion of the dinner a number of persons were called on for addresses, and the responses were general though most of those who spoke had no previous notice that they were expected to contribute in that manner to the evening's entertainment.

OTIS A. FELGER NEW PRESIDENT GRAND RAPIDS LUMBERMEN'S ASSOCIATION

## Last Meeting Memphis Club

The membership committee has been quite busy during the past few months and a large addition has been made to both the active and associate list. Two other applications were reported at this meeting, but they will not be voted on until the next regular meeting is held, which will probably be some time in September or early October.

The committee on arrangements for the trip to Buffalo reported that there were thirty members who had declared their intention of going and asked that others who intended making the trip let their names be known in order that proper reservations can be made. The local delegation will leave in special sleepers over the Illinois Central and these will be attached at Chicago to the train to be run by the Michigan Central.

The board of directors, to whom was referred the question disposing of the rooms in the Business Men's Club finished and furnished by the Lumbermen's Club, with authority to act, reported that a plan had been arranged whereby a permanent attache would be secured for those rooms. This was arranged in order that the club members might have a place for informal meetings and also in order that they might be visited by architects, contractors, prospective builders and others with a view to giving publicity to the splendid results obtained from paneling made of woods manufactured in this city in the way of interior finish. They have not been used at all up to this time for the reason that there was no permanent attendant to welcome visitors, answer questions and otherwise make those who came feel at home. The present solution is regarded as a very satisfactory one, and a largely increased

Lumbermen, like other business men of the country, are quite anxious that adjournment of Congress should be taken with as little delay as possible. This accounts for resolutions which were adopted at this meeting petitioning Congress to adjourn at an early date. It was pointed out in the preamble thereto that there has been some very far reaching legislation enacted at this session and that it is necessary that business interests of the country should have an opportunity to adjust themselves to the changed conditions following the writing of the tariff and currency bills into the statute books of the United States without having to be up in the air over other legislation still pending. The resolutions carried instructions to the secretary to forward them to the proper authorities at Washington.

## Hoo-Hoo Concatenation

The local division of the Concatenated Order of Hoo-Hoo monopolized May 27 during the Forest Products Exposition and held a banquet and concat at the Grand Central Palace. The affair had been widely advertised and huge posters were displayed at nearly all the booths at the show, the result being the greatest number of visiting cats ever brought together in New York. The ceremonies after the dinner were in good hands as will be seen from the list of officers given below, and nothing was overlooked when showing the fight kittens into the mysteries of the order. The nine in charge were: Snark, E. H. Lewis; Senior Hoo-Hoo, Rolling Arthur Johnson; Junior Hoo-Hoo, C. J. Kammer; Bojum, [illegible]; Scribe, R. J. Williams; Jabberwock, J. T. O'Rourke;

Custocrtian, Wm. S. Timpone; Arcanoper, George Wood; Gurdon, Harry Miller. The kittens were: A Constantine, R. A Constantine, E. S. Anderson, C. R. Rogers, C. L. Reid, J. H. McCasker, C. Macauley and J. C. Miner, several of them being out-of-town people. The affair was a big success and a distinctive feature of the lumber show in New York.

### Report of Wood Preservatives

The bound volume of the proceedings of the American Wood Preservers' Association at New Orleans last January has been published in a book of 500 pages, filled with valuable information for persons interested in the treatment of wood to hinder decay. The association has 194 members in thirty-one states and five foreign countries. It is shown that two-thirds of the oils used in preserving timbers is imported from England and Germany. The increase in the use of this oil in the United States is shown in the following table:

| | |
|---|---|
| 1903 | 7,500,000 gallons |
| 1904 | 8,650,000 gallons |
| 1905 | 13,500,000 gallons |
| 1906 | 26,000,000 gallons |
| 1907 | 42,000,000 gallons |
| 1908 | 50,000,000 gallons |
| 1909 | 54,434,000 gallons |
| 1910 | 63,266,000 gallons |
| 1911 | 74,027,000 gallons |
| 1912 | 83,663,000 gallons |
| 1913 (estimated) | 100,000,000 gallons |

The number of railway ties treated in the United States in 1911 was 74,141,251, and of these there were 17,656,735 treated with creosote, 8,870,929 with zinc chloride, 3,015,075 with creosote and zinc chloride, and 1,818,492 with miscellaneous materials.

During the same year there were 646,504 poles treated, of which 557,505 were given the creosote treatment, 43,650 coal tar, 14,153 paint, 12,979 charring, 5,969 crude oil, and 22,229 miscellaneous.

### June Banquet St. Louis Club

The June banquet of the St. Louis Lumbermen's Club was held on June 9, at the Liederkranz Club. Dinner was served at 6:30. The banquet was given in honor of the ladies, and as past events, when the ladies have been present, have been something out of the ordinary, this one was no exception. During the course a high-class cabaret entertainment was presented. Between the courses, and after the dinner was finished, the participants danced until they were tired.

THE LATE FREDERICK W. COLE, NEW YORK, N. Y.

## With the Trade

### Frederick W. Cole

Frederick W. Cole, formerly in the wholesale trade in New York, and the first treasurer of the National Wholesale Lumber Dealers' Association, died at his home in New York on May 22. Mr. Cole suffered a breakdown several months ago, and failed steadily until the end.

Frederick W. Cole began in the lumber trade in the East when a boy. He entered the New York trade in 1888 as representative of the Shepard & Morse interests of Burlington, Vt. He began on his own account in 1890, with offices at 19 Broadway. During his activities here he made a large acquaintance, and his pleasing personality won for him a large circle of friends in the trade and in private life. He was an active member of the New York Lumber Trade Association until his retirement, and a charter member of the National Wholesale Lumber Dealers' Association. He was also a member of the New York Athletic Club. The funeral was held on May 25.

### H. B. Homan

Herman Bell Homan, one of the old school of lumbermen, died at his home in Brooklyn, May 24, following an attack of paralysis. Mr. Homan was a principal of the firm of Homan & Puddington, wholesalers, and had been in the local trade for almost two score years. He was one of the most popular men in the trade, and a good mixer of the old type in business. In private life his tastes were quiet. He was not identified with any club or order. Mr. Homan was a member of the New York Lumber Trade Association and stood for all the principles which that organization upholds. He is survived by a widow, three sons and three daughters.

### Schoen-Dwyer

At 4 o'clock Wednesday, June 3, Alex H. Schoen, secretary of the Columbia Hardwood Lumber Company, 2048-2084 Dominick street, Chicago, was married to Miss Myrtle Isabel Dwyer, daughter of Mr. and Mrs. John J. Dwyer, also of Chicago. The ceremony took place at St. Mel's Church, Washington boulevard and Forty-third avenue. The wedding was a quiet affair, only relatives being present. After the ceremony the bride and groom left for an extended trip through the West, taking in Denver and other points of interest. They intend to return in about three weeks, and will be at home after August 15 at 5235 Glenwood avenue.

Mr. Schoen is a prominent member of the hardwood trade, being chairman of Division 12 of the Lumbermen's Association of Chicago. He is also a member of the Illinois Athletic Club.

### Hardwood Mill at Hattiesburg, Miss.

It is reported that the Kelsey Hardwood Lumber Company of Tonawanda, N. Y., has practically completed arrangements for the building of a hardwood mill at or near Hattiesburg, Miss. Officials of the company at Tonawanda, accompanied by George W. Gillen of Chattanooga, southern representative of the company, have just completed a tour of the Hattiesburg territory. An expert hardwood timber buyer has been placed in the field to secure stumpage. It is also possible that an additional plant may be erected in that state as the officials are investigating the timber supply in other sections of Mississippi and particularly in the vicinity of Natchez.

### Grand Rapids Men to Build Mill at Little Rock

Through the efforts of C. C. Kirkpatrick, secretary, and Carl J. Baer, industrial commissioner of the Little Rock Chamber of Commerce, J. L. Retting and William P. Clarke of Grand Rapids, Mich., have been induced to locate a large hardwood mill in Little Rock. This decision comes as a result of the natural advantages to be found in Little Rock, its proximity to the hardwood forests in addition to the promise on the part of the Little Rock Chamber of Commerce to pay 5 per cent of the company's annual payroll for a period of three years, and the further inducement offered by the Factoria Land Company to donate a tract of ten acres as a site on which to erect the plant.

D. S. Watrous of Memphis will be in active management of the new plant when completed. Mr. Watrous is an experienced hardwood sawmill man, and is now manager for the Lansing Company of Parkin, Ark. The new company will be capitalized at $100,000, and promises to have the new plant in operation by November 1. It will employ about one hundred men, with an annual payroll of $50,000.

### Government Timber Sold

The government recently approved the sale of 500,000 feet of hardwood timber on the Ozark National forest, Arkansas, to Barron & Gill. The minimum price for this timber is $3 per 1,000 feet for all species. The contract provides that the cutting shall begin about July 1 and continue until December 1, 1915, so that about 25,000 feet will be removed each month.

### Big Log Jam Broken

According to the statement of old woodsmen the log jam on the Pine river, a branch of the Menominee in Wisconsin, was the greatest within their recollection. It has been cleared by the use of dynamite. The jam was two miles in length and in some places pushed a quarter of a mile into the woods. The lumber camps at Loomis were swept away like a house of cards. Twenty thousand cords of pulpwood were mixed up in the jam. The quantity of timber coming out on the drives this season is smaller than in any recent year.

### New Hardwood and Cypress Mill

According to information given out, Joseph Norgress has arranged for the erection at Maringouin, La., of a sawmill for the manufacture of hardwood and cypress lumber. In addition a plant for the manufacture of handles will be established. It is the intention of Mr. Norgress to make a specialty of the manufacture of broom handles. The equipment has been purchased from the New Orleans office of the American Sawmills Machinery Company.

### First Lumber Through Canal

If present arrangements are carried out, the first cargo of lumber to pass through the Panama canal will be Douglas fir. The date set for the passage is July 1, and the boat will be the "Robert Dollar." It will pass through the Panama canal en route to Toronto, Canada, carrying the initial installment of 25,000,000 feet of Douglas fir from mills of the Genoa Bay Lumber Company to be used in extensive wharf improvements under way in that city.

### Planing Mill Burned at Lexington

On May 24 at Lexington, Ky., a loss estimated at $50,000 was sustained in the burning of S. F. McCormick Lumber Company's planing mill, warehouses and barn. The property carried only $5,000 insurance. A considerable quantity of lumber was burned in the yard. The fire is supposed to have started from a cigarette.

### Bills Which Affect Parts of It

A SECTION VIEW OF HIGH-GRADE BLACK WALNUT LOGS ON LANDS OF PENROD WALNUT AND VENEER COMPANY

its Kansas City Plant.

FRONT OF VENEER MILL AND RIGHT-HAND SIDE OF LOG YARD PENROD WALNUT AND VENEER COMPANY

largest plant in the country which is devoted exclusively to the manufacture of walnut veneers and lumber. The two quarter rounds are being operated continually, cutting exclusively American walnut. All lumber is treated through the Kreetzer dryer, photograph of which accompanies this story. Through this means, according to Mr. Jurden, the walnut lumber is much improved in appearance and is of a very even and uniform color.

Mr. Jurden writes personally that his concern is receiving many more domestic inquiries for walnut veneers and lumber than have been received for many years, which indicates that domestic manufacturers of furniture, etc., are beginning to realize that the aristocrat of American hardwoods is too fine a wood to be exported and not used in this country. As a result of the extensive publicity campaign instituted by walnut manufacturers, furniture people and other lines are taking on walnut and exhibiting regular lines of walnut furniture in their show-rooms. According to Mr. Jurden, it is his opinion that the time is not far distant

### Investigating Markets for Philippine Woods

Robert S. Findlay of Findlay, Richardson & Co., Ltd., of Manila, P. I., and Glasgow, Scotland, spent the early days in June in Chicago. He is on a tour around the world in the interest of Philippine hardwoods. This company owns 105,000 acres of timber in the islands and is already shipping considerable quantities of hardwoods to California, Oregon, and Washington, and is looking forward to the opening of the Panama Canal in expectation of entering markets from which high freight now excludes the Philippine woods. The company has a large saw and planing mill in Manila and another in the interior.

### Sawmill Wrecked by Explosion

Dowd Brothers' sawmill at Fibre, Mich., was recently wrecked by the explosion of the steam boiler. It is supposed that the accident was due to a defective safety valve that refused to work. Although the mill was completely destroyed, fortunately no lives were lost. The danger was detected in time for the crew of twenty men to escape to places of safety. Pieces of the wreckage were blown hundreds of feet by the force of the explosion. The same company formerly lost a mill by fire at the same place.

### Another Name Invented

### Important Rate Hearing in St. Louis

Many local hardwood and cooperage men were present during the entire hearing and the testimony given was listened to with much interest.

James D. Watson, the first witness called, was on the stand the greater part of the first two days. Mr. Watson is the assistant traffic manager of the St. Louis Southwestern Railroad, and is one of the best posted men in the country.

Mr. Watson's testimony was of a technical nature. A great many statistics, maps, figures and data were presented. He stated that when rates from the Southwest on hardwood were originally made they were made exceptionally low to meet competition from Ohio, Indiana, Illinois, Michigan, Pennsylvania, etc., to meet a prejudice existing against all hardwood from the southwest territory, on the ground that it was of an inferior grade, and to [illegible] competition. The competition from [illegible] sales being now almost extinct, the prejudice having been overcome, and the cost of water competition being greater because of likelihood of damage, cost of insurance, etc., the reason for the [illegible] of the rate basis no longer exists and the rates should be put on a proper basis.

Following Mr. Watson, were E. H. Calef of the Iron Mountain & Southern, J. R. Mills of the Kansas City Southern, E. C. D. Marshall of the Louisiana Railway and Navigation Company, and G. H. Crosby of the Burlington. Each of these gentlemen showed the extent of the increase as applied to his line and submitted reasons for its need. They corroborated Mr. Watson in his testimony, that abnormally low rates for the southwestern lumber traffic were made many years ago to help it and that now the territory is able to pay the higher rates.

Shippers of hardwood lumber from St. Louis, Chicago, Omaha, Memphis, Cairo and other cities were the last witnesses heard and entered a protest against the proposed increase in rates. Their evidence was to the effect that the present rates were on a compensating basis and if there were any change in rates, the yellow pine basis should be reduced to that of the hardwood.

Thos. E. Powe of the Thos. E. Powe Lumber Company, Geo. Cottrell of the American Hardwood Lumber Company, E. Kauffmann of the Thomas

STEAMING CYLINDER USED BY PENROD WALNUT AND VENEER COMPANY TO GIVE UNIFORM COLOR TO WALNUT LUMBER

& Prouty Lumber Company, Stewart L. Street and Franz Waldstein of the Waldstein Lumber Company were witnesses for the Lumbermen's Exchange of St. Louis. E. E. Gilbert, C. G. Miller, M. S. Carter and F. H. Atwood represented the Cairo Lumbermen's Association. William H. Perkins of the Davis Bros. Lumber Company, E. Brandt of the Gayoso Lumber Company, S. M. Nickey of Nickey & Sons, J. D. Allen of the Hardwood Manufacturers' Association of the United States, T. E. Sledge, traffic manager for May Brothers; F. B. Robertson of the Anderson-Tully Company represented the Memphis Lumbermen's Club.

Walker L. Wellford was the main witness for the cooperage industry. He said that further advances would be a serious handicap to the cooperage industry. The coopers could not stand it. They did not ask for less rates but only wanted the railroads to take into consideration that any advance of rates would curtail the business and would hurt the railroad business as well.

Witnesses from Omaha were F. S. Welty, purchasing agent for the Omaha & Council Bluffs Street Railways Company; George Rasmussem, manager of the Nebraska Bridge Supply & Lumber Company. One of the strongest witnesses for the shippers was F. S. Knapp, president of the Omaha Box Company. He stated that he was now paying nineteen cents per hundred pounds but objected to paying twenty-three cents. If the increase were granted, he said, it would mean a loss to his business of from thirty to forty per cent. It is almost certain to drive out of business some of the smaller lumber manufacturers.

P. E. Gilbert, general sales agent for the Wisconsin Lumber Company, occupied the stand for some time. His testimony dealt with comparative values and weight per car of hardwood and yellow pine lumber. H. M. Slater, rate clerk for the International Harvester Company and the Wisconsin Lumber Company, also testified.

The hearing occupied the entire week.

# *Pertinent Information*

### Rate Matters in Arkansas

The Arkansas Railroad Commission on May 25 issued an order requiring the Fourche River Valley and Indian Territory railroad to accept lumber and other freight at points along its line west of Bellevue. This action on the part of the commission is the result of a petition asking for better service along the road, and it is stated that the railroads' former refusal to accept freight west of Bellevue was due largely to lumber manufacturers owning interest in the railroad.

The recent decision of the United States Supreme Court, reversing the ruling of the Interstate Commerce Commission with regard to the tap-line railway has met with general approval throughout the state of Arkansas. This is not only from among the tap line owning lumber manufacturers, but by railroad officials, and officers of the Arkansas Railroad Commission. W. F. McKnight, chairman of the Arkansas Railroad Commission, in commenting on the case, stated that the commission had always favored the tap lines in the matter of receiving a division of the freight charges on long or interstate hauls. "These roads," said Mr. McKnight, "are required to comply with all of the state laws in their operation, to obtain a charter and also use the same tariffs that the trunk lines use. That they should have a share of the freight rates is nothing but right. If they are deprived of this they have no source of revenue except from charges on short-line hauls, which is nominally a switching charge."

R. P. Allen, formerly chairman of the Arkansas Railroad Commission, in an interview, said:

"The building of tap lines in a more or less undeveloped country will do more for the section through which they are built than anything else, and the only way these roads will be built and operated is through private interests. The trunk lines will not build them for the reason that they must be operated at a loss for a number of years.

"If a share of the freight charges is taken from these tap lines, leaving them only the regular rate of their road for short line hauls, their source of revenue is so decreased that they cannot afford to operate, and when this occurs the development of that section of country is stopped.

"These roads, in addition to assisting the development of lands, are constant feeders for trunk lines, which get thousands of cars of lumber and other products from that source that they would not otherwise get. After the country along the line is so far developed that operating the road is a paying proposition, they in nearly every instance are taken over by the large lines, and the section of country is thereby given railroad facilities that it would never have had if the large roads were their only chance."

### Moderate Forest Fire Losses in Michigan

Nearly complete reports by fire wardens in the upper Michigan peninsula and estimates for the lower part of the state show that the state has not suffered severely this season from forest fires. The heaviest loss reported in the upper peninsula was in Schoolcraft county, and it will not exceed $5,000. The next largest loss was in Chippewa county, $2,600. The whole damage in the upper peninsula will not exceed $50,000. It is believed that the loss in the lower part of the state will not go above that. The slight loss is due to the favorable season and partly to the system of patrol in force in the forested parts of the state.

### An English View

The *London Timber Trades Journal* recently said that in their efforts to develop the principle of trade organization the Americans are sadly hampered by anti-trust laws. Although the paper disclaims any intention to criticize the laws of the United States, it says that it is obvious that practically every trade requires powers of combination for various purposes, and it is not surprising to find that the leaders of American commerce, chafing under the restrictions imposed, are seeking to obtain legislative modifications. The Chamber of Commerce of the United States, a body which was organized at the suggestion of the national authorities to serve as a government adviser in business matters, has appointed a special committee to consider the interstate trade commision bill. After the committee has completed the investigation, it is proposed to refer some seven different propositions to various commercial bodies throughout forty-seven states, and to take a direct vote upon them. Six of the seven questions are mainly domestic in character, and do not therefore call for reference in England; but the seventh is of a different category. Put briefly, the proposition is that Congress should direct the proposed commission to investigate and report at the earliest practicable date on the advisability


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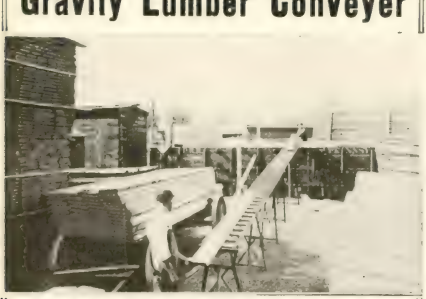

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### Briquets Made of Sawdust

The process of making sawdust experimentally into fuel has been discussed in trade papers for years and numerous experiments more or less successful have been made. A recent interesting report by R. E. Mansfield at Victoria, British Columbia, discusses new undertakings along the same line. So few commercial successful operations as yet have not passed the experimental stage, but attempts are being made to put the briquets on the market to the extent of twenty tons a day.

The process as carried on in the plant at Victoria is described as follows: The bark, slabs, shavings, sawdust and other portions of the wood refuse from the sawmills is first passed through a log or edging machine, in which it is cut into pieces not more than three-fourths inch long. The material is then passed into a shredder, which it is confined to fine particles from the thickness of a wafer up to a quarter of an inch. From the shredder it passes into a dryer, where it is thoroughly dried, as green particles of wood will not adhere and remain in form, no matter how great the pressure may be. From the drier it goes to the heavy compress machine, where it is passed into briquets, or rolls, three inches in diameter, held together with a thoroughly tarred jute string, the only bond used in the briquets.

The cost of production including depreciation, interest on capital, insurance, etc., is estimated at $3 per ton. The selling price will be governed by the price of coal as the new fuel will be a competitor of coal for domestic uses. The manufacturers claim that the briquets as a grate fuel and for cooking purposes, especially for baking, are superior to either wood or coal, as it is more combustible than the latter and leaves less ash and residue than either.

From scientific tests made by experts, the fuel is said to contain 8,614 British thermal units to the pound, and the ash amounts to two and one-half per cent. The compress company claims that from experiments made recently no ash or residue resulted from the burning of their product, either in a grate, stove, or furnace. It is also claimed that it requires less air to insure good combustion than other fuels, especially coal, and that it does not disintegrate in the process of burning. The plant at Victoria is equipped with three machines with a daily capacity of seven tons each. The fuel can be manufactured and delivered within a mile of the factory at a cost of $2.50 per ton, which is much less than the cheapest grades of Pacific coast coal.

### Big Canadian Timber Contract

A contract entered into recently between the Dominion Government and the Empire Lumber Company and the Cameron Lumber Company, both of Victoria, British Columbia, calls for the delivery in Toronto of 24,000,000 feet of timber to be used in constructing new harbor works there. The total outlay on the harbor will be approximately $10,000,000. The timber will be shipped from the Cowichan Lake and Cameron Lake mills of the two companies. Most of the big order will be shipped through the Panama canal, but pending the opening of the canal several million feet will be shipped overland. The first shipment on the order, comprising 250,000 feet, was made by rail recently.

### Displacing Barbed Wire

The fences for controlling stock on the government forests of the West will be built of barbed wire no more. Experience has shown that smooth wire answers every purpose as well, and possesses several advantages. It does not injure cattle and horses in the same way as barbed wire, is cheaper, more easily handled, and preferable in every way.

### Electrocution of Teredos

A new method of destroying teredos, a pest which has caused enormous damage in the destruction of piles used in wharfage construction in north Pacific coast ports, particularly in Vancouver, Seattle, and Tacoma, by turning an electric current into the piles, is being tried in Seattle. These pests have so far successfully defied all attempts to eradicate them from the timbers supporting the various structures along the water front in the Puget Sound and British Columbia ports, and a means of destroying them will prove a great saving to individuals and companies maintaining docks and wharfage properties on the coast.

### Grazing on Forest Lands

The Department of Agriculture recently issued bulletin 34 which deals with forage plants on forest lands. The bulletin was written by Arthur W. Sampson, plant ecologist. The purpose of the publication is to show to what extent ranges may be pastured without injury to the forage crops. There is an interesting discussion of numerous plants fit for animal food and of the injury done by over grazing.

### Management of Loblolly Pine

The Forest Service has published a bulletin, "Forest Management of Loblolly Pine in Delaware, Maryland and Virginia," by W. D. Sterrett. The purpose of the publication is to explain what methods should be followed and what protection should be given in order to bring on

profitable growth of this tree in the region specified. The rapid increase in size of this pine, and its vigor in reproduction, make it a species of great promise. Few trees grow to marketable size more quickly.

### Excellent Red Gum Bulletin

Those interested in red gum will find much important information in the latest bulletin, which was recently issued by the Gum Lumber Manufacturers' Association of Memphis, Tenn. The paper is published specifically in the interest of red gum and the latest issue contains a tabulated statement of the sales of this lumber to both foreign and domestic buyers by members of the organization. It likewise contains letters from users of red gum giving their unqualified approval of this material for various purposes and also has other material therein calculated to impress consumers with the advantages of this particular class of stock.

### Artificial Wood in France

Consul Carl Bailey Hurst writes from Lyons, France, that information has been made public there concerning an artificial wood, which, it is stated, will be of great value as a substitute for natural wood. The new product has been found after years of study and practical experiments, the most recent of which have given eminently satisfactory results. The process consists in transforming straw into a solid material having the resistance of oak. The straw after being cut into small pieces is reduced to a paste by boiling, to which certain chemicals are added. When the paste has been reduced to a homogeneous mass it is put into presses, and planks, beams, laths, and moldings of all sizes are readily made. This new material can be sawed like natural wood. As a fuel it emits a bright flame and little smoke. It is further stated to be adaptable to the manufacture of match stems.

### Maple Shoe Heels

The French heel of a lady's shoe is a small affair, but some of the choicest maple in Michigan is in demand for that commodity. The quantity is by no means small. Eighteen carloads of the wood were recently shipped in one week from Cadillac to Boston, all of which was purchased by manufacturers of French heels. Wood has substitutes to contend with; so has leather. That eighteen carloads of wood took the place of that quantity of leather.

### Camphor Trees in Mississippi

A commendable effort at growing camphor for commercial purposes is reported from the little town of Bexley, Miss. Groves planted some time ago are growing well. There should be no climatic reasons why the camphor tree will not thrive in Mississippi. It grows in Japan and China. It belongs to the laurel family, but there are different kinds of camphor trees. One that is native in Borneo would probably find the Mississippi climate too cold. The promoters of one of the enterprises near Bexley estimate that an acre of six-year-old trees will yield a ton of camphor. Only one crop can be harvested from a planting, because the trees must be destroyed in order to extract the camphor. It is a product of steam distillation. The trunk, limbs, and roots are cut into small pieces and are subjected to steam. The principal obstacle in the way of making the growing of camphor profitable, provided the climate and soil are suitable, is competition with synthetic camphor, which is a product manufactured from petroleum and so nearly like genuine camphor that the difference is hard to detect.

### Champion Lumber Filer

The Pacific Coast constantly goes after records. The latest discovery is the champion lumber piler, who is in the employ of a western company which is just now publishing his feats for advertising purposes. According to reports, this man has for twenty-two years been piling lumber on the average of three hundred days each year and on an average of thirty thousand feet of lumber per day. At this rate he has handled nine million feet a year, or one hundred and ninety-eight million feet since he started. In tonnage this means that two hundred and ninety-seven tons or eight thousand carloads of material have been taken care of by him.

### Aspen for Matches

There are large quantities of aspen in some of the northern states. It grows rapidly and covers a wide range. It is good pulpwood but the trees are usually too small for lumber. It has been found that the wood is valuable for matches. A single match factory in Capetown, South Africa, imports 3,000,000 feet, log scale, of this wood. No orders, as far as can be learned, have been placed in the United States, but the wood which grows here has been tried and has been pronounced superior to the Russian aspen which has been used heretofore. The logs must be not less than nine inches in diameter up to twenty inches, and must be as clear of knots as possible. In addition to being clear of knots, each log must be seven feet long and perfectly straight.

### Conservation in Tibet

A recent consular report on the resources of the hitherto forbidden land of Tibet says that the country possesses vast water power, but that the only attempts to utilize thus far have been made by natives who have learned to drive their "prayer mills" by water in place of turning them by hand. The prayer mill is a machine for grinding out prayers. So many turns count as one prayer. The devout heathen now hitches his mill to a water wheel, and can go away in the peaceful assurance that the praying will be properly done during his absence.

# THIS BIG LOG

Eight feet in diameter, was snaked 800 feet up a 30 per cent grade, over rough ground, with a 1⅛-inch Yellow Strand Powersteel cable that had been in constant use for over six months. This same cable yarded over 7½ million feet of lumber without breaking. It was still serviceable at the end of the season.

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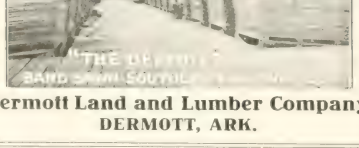

**Dermott Land and Lumber Company**

**DERMOTT, ARK.**


### Fireproofing Wood in England

[illegible] best method for fireproofing wood, especially in connection with railroad [illegible]

The wood is placed in large iron cylinders, the doors of which are hermetically sealed. The wood is then subjected to a course of steaming, [illegible] removed and the sap vaporized. The fireproofing solution is thereafter run into the cylinders, and under pressure forced throughout the pores and [illegible] Subsequently the water in the solution is evaporated in [illegible] and the chemicals in the solution are left [illegible] in the wood. When [illegible] of the wood which excludes the oxygen in the air. In time the heat causes the crystals to collapse, but further crystals in the wood immediately [illegible] continues. The chemicals used are antiseptic and preservative, consisting chiefly of the phosphate of ammonia. As a result of the treatment, the life of the wood is also lengthened, for the cause of decay is eliminated. This process is claimed to be especially satisfactory, inasmuch as the material treated is not saturated with a solution of salt, nor are such chemicals used as tungstate of soda, sulphate of ammonia, sulphate of alumina, alum, etc., which invariably cause discoloration of the wood, corrosion of metals, destruction of fibers, and prevent satisfactory painting or [illegible] After this treatment the wood can be worked, stained, grained, painted, polished, etc., as though it had not been subjected to any special process. All kinds of timber can be treated, including oak, teak, deal, pine, mahogany, walnut, beech, birch, ash, maple, whitewood, pitch pine, larch, etc.

The first railway company to take advantage of this process was the Underground Electric Railways of London, and at the present time it is stated that the woodwork of [illegible] has been subjected to the treatment. It is also stated that after exhaustive tests the British Admiralty has adopted the process.

The cost of rendering wood fireproof by this process is a uniform one of seventy-three cents per cubic foot, for all woods excepting oak and teak, for which the charge is eighty-five cents per cubic foot.

There is another fireproofing process known as the "Snowdon process," the chief feature of which is a chemical mixture, but the formula is not disclosed. By the use of this mixture it is claimed that woodwork and all manner of fabrics may be rendered non-inflammable and insect proof. In the case of wood already in position, it may be painted or washed with three or more coats according to density, when the solution penetrates to a depth of about one-eighth of an inch. When treated prior to construction, the wood is usually soaked in the solution in tanks, but if [illegible] the wood [illegible]

### Toothpicks in England

The American who is accustomed to [illegible] toothpick which is cheap and abundant everywhere in this country, should carry a supply [illegible] if he is [illegible] travel a long time without seeing any in that country. In some restaurants and hotels toothpicks are furnished customers as a matter of course, and in others none are to be had even on request. The English [illegible] and other expensive toothpicks.

### United States is Losing Tin Orders

A London trade paper reports, with considerable satisfaction, that since the new tariff went into effect in the United States, orders for from 30,000 to 40,000 tons of tinplate have gone from this country to Wales. The paper adds: "The orders are the result of an alteration in the United States tariff which will permit of the Welsh makers competing successfully. Four hundred thousand boxes are required." The orders were given by canners and oil dealers. Formerly, when the tin mills of this country made the plate which this country needed, the people of the United States had both the plate and the money; but now we have the plate and the Welsh have the money.

### Manufacture of Wooden Buttons

Under the class of wooden buttons one can find, by looking around, quite a wide range of products, from the small wooden collar buttons, used by shirt manufacturers and laundries, to some comparatively large buttons, which are covered with cloth and used by dressmakers and tailors. These are known in the trade as "button molds." A remarkable thing about all these is not the variety, nor the fact that they can be successfully made of wood, or the number of them that are used, but the fact that they can be made and marketed for such a small sum. You can go into a department store, for example, and buy wooden buttons approximately 1¼ inches in diameter at retail for two cents a dozen. Figuring

this that they are manufactured practically for a song. It is easily evident that they are turned out by automatic machinery or machinery with a very high capacity, and it is easy enough to understand that the machinery cost may be reduced to a minimum. But the wood itself costs something, and the remarkable thing is in that they can be made and delivered to customers for as low a price as they are. Many kinds of wood are used by makers of wooden buttons; but more are of birch, maple, and beech than of any others.

### Metal Railway Ties in Switzerland

A report on metal railway ties in Switzerland was recently made by R. E. Mansfield, consul at Zurich, in which he says that the scarcity of wood for general purposes and the increasing cost of wooden railway ties in Europe has encouraged the manufacture and general use of metal ties in recent years in the railways on the Continent. About seventy per cent of the ties in use on the federal railways of Switzerland are metal. The majority of the wooden ties used are made of Swiss wood.

Metal ties were first used on the Swiss roads in 1881, since which time they have gradually replaced, to a large extent, the wooden ties. Iron ties are especially recommended on the Swiss roads where a good quality of gravel is available for ballast. Wooden ties are used in tunnels and in localities where the conditions do not permit of good drainage along the railways. They are also generally used in street crossings in towns and cities where the track is graded with gravel up to the level of the ties.

While the cost of metal is greatly in excess of that of wooden ties, the longer duration of the former makes them cheaper in the end, as they do not have to be replaced so frequently, which is an expense that has to be taken into consideration when wooden ties are used in road construction.

The following prices are paid by the Swiss Government for plain, or unoiled wooden ties, 9 feet long, 10 inches wide, and 6 inches thick: Oak, $1.25 to $1.50; beech, $0.81 to $1.12; larch, $0.87 to $1.16; pine, $0.78 to $0.96. Oiled wood ties of same size and quality: Oak, $1.58 to $1.87; beech, $1.45 to $1.81; larch, $1.14 to $1.54; pine, $1.04 to $1.35.

Iron ties 9 feet long, 9¼ inches wide, by 5¼ inches thick, weighing 160 pounds, sell for $2.30. The metal ties used on the Swiss railways are imported from Germany and are purchased on contract by the federal government of the German Union Steel Works, which distributes the orders among the iron foundries in the Saar and Mosel districts.

### Australia's First State Sawmill

Western Australia's first state sawmill was officially opened early in December by the governor and the premier, who were visiting Manjimp in the course of a trip through the South-West. The governor turned on the steam and the premier cut the first two crossties. The mill is situated in the midst of fine forests containing magnificent supplies of karri timber, as well as a quantity of jarrah. The life of the mill is expected to be from twelve to fourteen years, and the capital expenditure is, roughly, $325,000, which includes the cost of the "powellising" plant. The mill site is well chosen, the timber gravitating naturally from the big log landing to small benches, and then straight on to the skids, where the timber is stacked to dry prior to being loaded into trucks. The first order to be executed by the mill will be the cutting of the ties for the trans-Australian Railway, the order which the Commonwealth government gave some time ago. The capacity of the mill is expected to be 27,000 feet a day. The mill should employ about 150 men, and the wage bill will amount to $7,500 per month. It is only eighteen months since it was first proposed to open a state sawmill. The first is now open, and two more will be ready early this year.

### Some Old Oak Logs

Some oak trees were recently dredged from the river Tyne in England at a depth of twenty feet below low-water mark. One of the trees measured five feet six inches in diam., and was forty-five feet long in the trunk. The rings which could be counted upon it numbered 380, thus testifying to 380 years of age. Certain it is that they must have been in existence thousands of years prior to the building of Hadrian's bridge, which structure is stated to have been built 120 A. D.

### Money in Acorns

Down in Arkansas, where oak trees of many kinds abound in profusion, the long-nosed hog is being robbed of some of the forest food to which he has been accustomed since time out of mind. The acorns from certain kinds of oaks have become salable to nurserymen in the North who are growing seedling oaks to sell to farmers who are beginning to plant woodlots. A large variety of oaks grows in Arkansas—more, it is said, than are found in any other state, and some knowledge is necessary in order to select the kinds that will sell; but, if properly selected, the price is satisfactory. A considerable demand for acorns is said to exist, to be used in the manufacture of a breakfast drink which is widely advertised as a substitute for coffee. For this purpose the acorns of the white oaks only can be used. The red oak acorns are too bitter; but for planting purposes the acorns of red oaks as well as white oaks are salable. Some of the red oak acorns, especially those commonly called yellow oak, are apt to sprout before they fall from the tree, or very soon after, and, consequently, they must be handled in a special manner. The acorns of the chestnut oak, or the rock oak, as some call it, frequently

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We will supply you with CLEAR CUTTINGS of soft Kentucky Oak or Poplar so that they will COST you considerably LESS THAN the same cuttings if BOUGHT AS LUMBER.
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WEST VIRGINIA HARDWOODS
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FIRST NATIONAL BANK BUILDING

"You're Next"
to the best widths, lengths, grades and texture of plain and quartered Oak if you are getting our stock. Air or kiln dried
IF YOU ARE NOT GETTING OUR STOCK, YOU HAVE "SOMETHING COMING"
THE M. B. FARRIN LUMBER CO.

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**"Harris" Hardwood Flooring and Lumber**

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Wholesale Manufacturers and Exporters
RED GUM
SAP GUM
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*All Grades and Thicknesses*
We make a specialty of mixed cars of Sap and Red Gum, One-half to Two inches thick.

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Manufacturers and Shippers **Hardwood Lumber**
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**TIMBER ESTIMATES**
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BAND SAWN. DRY. 60% 14 AND 16 FEET LONG
50,000 ft. 1" 1sts & 2nds Plain White Oak
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**VANDEN BOOM-STIMSON LUMBER COMPANY**
Manufacturers Southern Hardwoods
Red Gum a Specialty
Memphis Tennessee


[illegible] lying idle. [illegible]

### A Roomy Residence

[illegible] shooting gallery and swimming tank.

### Attendance at the New York Exposition

[illegible] Walter E. [illegible] of New York [illegible] Grand Central Palace [illegible] Forest Products Exposition. [illegible]

| | |
|---|---|
| Thursday, May 21 (evening) | 1,954 |
| Friday, May 22 | 2,880 |
| Saturday, May 23 | 2,970 |
| Sunday, May 24 | 1,811 |
| Monday, May 25 | 2,317 |
| Tuesday, May 26 | 2,420 |
| Wednesday, May 27 | 3,294 |
| Thursday, May 28 | 3,922 |
| Friday, May 29 | 5,208 |
| Saturday, May 30 | [illegible] |
| | 30,309 |

# *Hardwood News Notes*

## MISCELLANEOUS

The Manhattan Lumber Company, Gary, Indiana, has been incorporated with [illegible] capital.

At Sherman, Texas, the [illegible] Lumber Company has increased its capital to [illegible].

The Fisher Body Company, Detroit, Mich., has increased its capital stock to [illegible].

The Eastern Basket & Veneer Company has been succeeded by G. Elias & Bro., of Buffalo, N. Y.

At Sulphur Springs, Ga., the [illegible] Company will manufacture auto rims and spokes.

At New London, Conn., the Raymond & Alexander Company has been incorporated with $60,000 capital.

At [illegible], Ind., the [illegible] Wood Company has been incorporated with an authorized capital of [illegible].

Offices have been opened at No. 1 Madison avenue, New York, by the W. E. [illegible] Lumber Company of Cincinnati.

An increase of capital to [illegible] has been authorized by the Connelly Hardwood Lumber Company of Kansas City, Mo.

At Little Rock, Ark., the Simon Wilkins Lumber Company has been incorporated with an authorized capital of [illegible].

The Crane Furniture Company of Evansville, Ind., has been incorporated under the laws of that state with a capital of $10,000.

The American Box Ball Company, Indianapolis, Ind., has changed its name to the [illegible] Manufacturing Company.

Chamber Brothers Company of Sidney, O., manufacturer of wooden novelties, has been incorporated with a capital of $10,000.

The Weyher Wagon Company of Black River Falls, Wis., recently filed articles of incorporation. The company's capital is $25,000.

The Kurz-Downey Lumber Company of Helena, Ark., has been chartered with a capital stock of $100,000. The company will engage in the manufacture of lumber and timber products in that vicinity, and a plant will be erected. W. F. Kurz is president, H. I. Downey, vice-president, and A. C. Thompson, secretary-treasurer.

## CHICAGO

[illegible] Mill & Lumber Company, [illegible] City, [illegible], have been spending the last week or so in Chicago on business in connection with that company. They report that their trade is in pretty good shape.

E. Bartholomew of John R. Ransom & Co., Nashville, Tenn., has been making one of his periodical visits to the local market during the last week or ten days.

Charles Barnaby of Greencastle, Ind., president of the National Hardwood Lumber Association, has been in Chicago for several days in conference with Secretary Frank Fish. Mr. Barnaby also attended the meeting of the National Veneer & Panel Manufacturers' Association.

S. B. Anderson of the Anderson-Tully Company, Memphis, Tenn., has been in Chicago for several days. While here he attended the various sessions of the National Veneer & Panel Manufacturers' Association's semi-annual meeting.

Max Pease of the Galloway-Pease Company, Poplar Bluff, Mo., spent several days last week in Chicago and surrounding territory.

B. W. Lord and S. G. Glanton of the Chicago Veneer Company, Danville, Ky., both attended the semi-annual meeting of the National Veneer & Panel Manufacturers' Association in Chicago this week. They announce that their big new veneer mill in Arkansas will be ready for operation some time in July.

HARDWOOD RECORD is in receipt of Bulletin No. 6 issued by the Gum Lumber Manufacturers' Association. This bulletin contains a good deal of information touching on the recent semi-annual meeting, giving instances of new installations of gum, list of new members, and also submits some facts regarding inquiries for gum from abroad. The bulletin also contains a list of recent sales showing prices F. O. B. Memphis for New Orleans.

## NEW YORK

The executive committee and the Board of Trustees of the National Wholesale Lumber Dealers' Association met at headquarters during the Forest Products show. The meeting went over two days and brought a number of visitors who took advantage of the opportunity to take in the Forest Products Exposition. This, by the way, came in for high praise at the hands of everybody, lumberman, architect or home builder.

The Nashville boosting party of lumbermen is due to arrive in New York after the big hardwood convention at Buffalo, June 18 and 19. The party will be welcomed to the big city, but just where they are going to do their boosting hasn't been announced, but if they do anything to boost the lumber business here they will be doubly welcome.

A number of the local hardwood trade made the trip to Richmond for the annual tournament of the Lumber Trade Golf Association. All report a fine time and Sam Barr won a prize. Sam must have been on his game.

Frank W. Weed has been appointed eastern representative for the American Lumber and Manufacturing Company of Pittsburgh. He is well acquainted in the local trade and has been in the game here for many years. He will cover the local trade and Long Island, New Jersey and part of New York State.

E. M. Terry, hardwood exporter, formerly secretary of the National Lumber Exporters' Association, returned during the fortnight from a trip to the mills in the Virginias, Tennessee and the Carolinas. He reports dry stock not over abundant and prices generally well held.

Charles H. Boner is again associated with the Gardner, Wood Company, hardwood wholesalers, in the Flatiron building. Mr. Boner will be in general charge of the office details in connection with the buying and selling departments.

## BUFFALO

A number of the members of the Buffalo Lumber Exchange were at the Hotel Clifton recently to make final arrangements for the holding of the dinner which the exchange will give to the visitors attending the convention of the National Hardwood Lumber Association. Everything has been done for the comfort and convenience of the guests, and the trip is expected to be an unusually pleasant one. Chairman C. Walter Betts has appointed the following sub-committee to look after the arrangements for the Hotel Clifton dinner; H. I. George, chairman; M. E. Preisch, M. S. Burns, H. F. Taylor and G. Elias.

The chairmen of the various committees of the Buffalo Lumber Exchange lately appointed by President A. W. Kreinheder are as follows: Membership, J. M. Briggs; unloading, H. I. George; arbitration, W. A. Perrin; outing, W. P. Betts; finance, Anthony Miller; trade relations, O. E. Yeager; transportation, M. S. Burns; special committee on transit privilege, M. M. Wall.

The Niagara Falls trip of June 18 will be the first outing of the exchange and many members are hoping to attend. If any further outing is held this year it will probably not be until August, although the matter has not been definitely decided.

The firm of G. Elias & Bro. has been incorporated within the past two weeks, with a capitalization of $500,000. The directors are Gabriel, Abraham J. and P. S. Elias. The company has a very extensive mill and lumber business, built up during the past quarter of a century.

The yard of T. Sullivan & Co. recently received the first hardwood cargo of the season, consisting of brown ash and elm on the steamer Winnipeg. More lumber will come in for this yard later.

The Standard Hardwood Lumber Company is busily engaged this month in bringing in hardwood lumber, mostly oak and chestnut, from the South. Trade in hardwoods is called quiet.

Blakeslee, Perrin & Darling have had some fair export trade in hardwoods recently. The yard has found city trade quiet, but outside business is a little more active than last month.

W. W. Reilley has returned from a trip around the world, having been away from the city about four months. He reports having had a very enjoyable trip and has been quite busy since returning.

F. T. Sullivan has been in Canada lately, looking after shipments of lumber which he is making there for H. H. Salmon & Co. The steamer Kongo is at Sault Ste. Marie, loading lumber for Buffalo.

E. J. Sturm of Miller, Sturm & Miller, has returned from an eastern business trip, during which he found a fair amount of business, though the hardwood trade is not called active.

W. K. Jackson of Jackson & Tindle, has been at Pellston, Mich., for several days, looking after the hardwood interests of the firm. The mill there has disposed of most of its hardwood stocks westward.

The Yeager Lumber Company, Inc., has been selling a fair amount of panel poplar lately, of which it is carrying a well-assorted stock. It has also moved considerable cypress.

A. J. Elias is as usual planning to take a good deal of interest in politics in the city and state this fall. He is one of the promoters of the campaign of ex-Governor Sulzer, who will run for office on an independent ticket.

C. C. Slaght is with his family, living at Genesee, Pa., this summer, where he is getting out hardwood stocks.

## PHILADELPHIA

John H. Schofield of Schofield Bros., says there are no discernible signs of improvement in trading, but their men are working hard and picking up some orders right along. Robert W. Schofield is on a tour of the company's mills, looking up stock conditions.

E. M. Bechtel, sales manager for William Whitmer & Sons, Inc., says there is no material change in trading from a fortnight ago. The average sales compare favorably with the same period of a year ago, but it requires constant hustling.

William J. Mingus of Mingus & Rutter, reports things moving slowly at this time. One needs to be on the constant jump to gather in the orders, he says.

RED GUM
(Leading Manufacturers)

Baker-Matthews Manufacturing Co.
Sikeston, Mo.

Band Sawn
Southern Hardwoods

SPECIALTIES
RED GUM, PLAIN OAK

SEND US YOUR INQUIRIES

WE OFFER THE FOLLOWING
Band Sawn Stock
4/4 Com. & Better Sap Gum
4/4 Com. & Better Red Gum
6/4 Com. & Better Red Gum
5/4 & 8/4 1s & 2s Red Gum
Quartered and Plain Red and White Oak
This stock contains a good percentage of 14' and 16' lengths and is of excellent widths
W. W. GARY, INVERNESS, MISS.
HARDWOOD LUMBER AND LOGS

# RED GUM

Leading Manufacturers

OUR SPECIALTY

**St. Francis Basin Red Gum**

WE MANUFACTURE

**Southern Hardwoods**

Gum, Oak and Ash

**J. H. Bonner & Sons**

Mills and Office, QUIGLEY, ARK.

Postoffice and Telegraph Office, HELTH, ARK.

**ARCHER LUMBER COMPANY**

HELENA, ARKANSAS

Manufacturers of

**HARDWOODS**

SEND US YOUR INQUIRIES

We can furnish your entire requirements in Hardwoods

OUR SPECIALTY—RED GUM

**ST. FRANCIS BASIN RED GUM**

**BAND SAWED**

| | Air Dried | Kiln Dried |
|---|---|---|
| | Feet. | Feet. |
| [illegible] | 18,580 | |
| [illegible] | 25,800 | 7,150 |
| [illegible] | 1,650 | |
| [illegible] | | 11,800 |
| [illegible] | 100,000 | 5,420 |
| [illegible] | 167,440 | |
| 4 4 [illegible] 2 common and Better | 6,400 | |
| 5-4 [illegible] and 2nd Selected Red | 10,785 | 22,000 |
| 5-4 [illegible] 3 common Selected Red | 63,816 | |
| 5-4 [illegible] 1 common Selected Red Qtd. Sawed | 50,000 | |
| 6-4 [illegible] 1 common Selected Red Qtd. Sawed | 5,760 | |
| 8-4 [illegible] 1 common Selected Red Qtd. Sawed | 15,400 | |

Ask us to quote you delivered prices on above items. Also on other Southern Hardwood and Tennessee Aromatic Red Cedar

**GEO. C. BROWN & CO., PROCTOR, ARK.**

(20 miles from Memphis, on C. R. I. & P. Railroad)

**MILLER LUMBER CO.**

**Marianna, Arkansas**

We offer for immediate shipment the following stock 12 months and over dry:

[illegible] 4/4 1st and 2nd Red Gum
1 car 4/4 1st and 2nd Red Gum
4 cars 6/4 1st and 2nd Red Gum
2 cars 8/4 1st and 2nd Red Gum
[illegible] 4/4 No. 1 Common Red Gum
2 cars 5/4 No. 1 Com. Red Gum
1 car 8/4 No. 1 Com. Red Gum
[illegible] 4/4 13 5/8" Gum B's Bs

THE FOLLOWING NINETY DAYS TO SIX MONTHS DRY:

1 car 4/4 Select and Better Cypress
[illegible] 4/4 Second and Better Cypress
1 car 4/4 1st and 2nd Asst. 10 and 12" Cypress
1 car 4/4 No. 2 Common Plain White Oak
1 car 4/4 No. 1 Common and Better Qtd. White Oak Strips
2 cars 4/4 No. 2 Common Plain Red Oak


[illegible] E. L. Powell [illegible] Company, [illegible] Mississippi, [illegible] E. L. Powell [illegible] Company, Monroeville, Miss., and [illegible] Director of the W. Nash [illegible] Company, Nashville, N. C.

The Wade Lumber Company, Wade, N. C., [illegible] under [illegible] Wade Lumber Company.

The [illegible] Lumber Company, Inc., [illegible] with a capital [illegible] to [illegible] lumber. The [illegible] are [illegible] Mrs. [illegible] Smith, Mrs. [illegible] Smith and R. B. [illegible].

A [illegible] has been [illegible] Lumber & Supply Co. of the [illegible] capital [illegible]. The [illegible] are Mamie Lewis [illegible], president; West Lumber Company, [illegible] vice-president; [illegible] secretary and treasurer.

## PITTSBURGH

The [illegible] Lumber Company has [illegible] a new operation at [illegible]. It [illegible] to manufacture about [illegible] feet [illegible] and [illegible] hardwood.

The Kendall Lumber Company [illegible] has [illegible] to [illegible] to Mrs. [illegible]. It has [illegible] for a long [illegible]. Scott Mahaffey & W. [illegible] are [illegible] the [illegible] and [illegible] the Lower Peninsula Lumbermen at New York.

The [illegible] Lumber Company will [illegible] operations in the [illegible] at [illegible]. For [illegible] years. This [illegible] one of the best [illegible] in western Pennsylvania.

The Allegheny Lumber Company [illegible] a very good [illegible] for [illegible] and [illegible] and is [illegible] on [illegible] days [illegible] ago. All [illegible] are [illegible] a [illegible] [illegible] according to F. N. Wyman, [illegible] of the [illegible].

George L. Craig, [illegible] of the [illegible] of the Craig Manufacturing Company, is in West Virginia this week on a buying expedition.

H. D. Vee, president of the Mattes Lumber Company, [illegible] a long trip through [illegible] last month. He found money very tight there and buyers making only small and irregular purchases.

The Adelman Lumber Company [illegible] good shipments right along, but most of them are on old orders. Comparatively little new business is coming on to the boards at present.

The Allegheny Lumber Company reports a little smaller volume of business the first five months of this year than in the same months of 1913. Its profits, however, are still a little above those of last year.

The Acorn Lumber Company has been getting some nice business down East the past few weeks and President H. F. Domhoff is not at all discouraged over the outlook. He reports, however, that prices are being cut considerably.

Pittsburgh bank clearings for May were $228,645,356, this being the smallest total for any May since 1911. The total for the five months [illegible] was [illegible] less than for 1913.

Wholesale lumbermen are looking forward with much interest to the International Convention of Real Estate Clubs, which will be held in this city July 7 to 10. Some splendid exhibits of lumber and other building products will be shown and Pittsburghers will not be behind in the procession in this regard.

## BOSTON

The steamship "Atlantic" was launched recently at the Fore River Ship & Engine Works by the Emery Steamship Company of Boston. The remarks of President Randall on that occasion embrace the company's plans and prospects. He recently said: "The 'Atlantic' launched today is the first of a fleet of steamships which the Emery Steamship Company intends to build. . . . Before very long I expect to see eight vessels plying between Boston and Portland, Seattle and other Pacific ports. The lumber of the Oregon forests will be brought directly to Boston through the canal and on property secured on the banks of the Mystic river at Charlestown there will be erected planing mills, so that the lumber will be distributed directly from Boston to all parts of New England, and even as far west as Chicago. The terminal property secured by the Emery Steamship Company represents a value of $600,000. . . . It is the [illegible] to [illegible] [illegible] every two weeks."

William E. Litchfield, accompanied by his son, George A. Litchfield, visited the Forest Products Exhibit held in New York.

Arthur R. Sharp has been elected treasurer of the Mason Machine Works of Taunton, succeeding W. H. Bent, who was elected vice-president. It is reported that the company will open a Boston office.

C. Wesley Smith of the Fuller-Smith Lumber Company, has retired from that firm to give exclusive attention to his mining interests. His holdings in the company are understood to have been taken up by parties in Bangor, Me. The many friends of "Bert." Fuller of the same company greatly regret his prolonged, serious illness.

The Wakefield plant of the Heywood Bros. & Wakefield Company resumed work on June 2, after a strike lasting six weeks. Considerable trouble occurred at intervals, attributed to the I. W. W. faction. The company and the A. F. of L. made some mutual concessions and plans for the future operation.

On Memorial Day the wood working plant of Harmon A. Miles, on the Mystic river, in Medford, was entirely destroyed by fire, entailing a loss

estimated at $10,000, with but slight insurance. Careless smokers are said to have dropped sparks on the loading platform.

## BALTIMORE

M. S. Baer of the hardwood firm of Richard P. Baer & Co., returned last Saturday from a trip to Columbus, O., and other places in the Middle West. Mr. Baer states that he found business rather improved—at least the feeling entertained by the hardwood men of the section seemed to be better, orders being placed with greater freedom than before. Richard P. Baer, the senior member, went down to Asheville on the same day to attend last Monday the annual meeting of the Carolina Hardwood Lumber Company, in which he is interested as an officer and stockholder. The old officers were re-elected, and the yearly reports read showed that the business done during the past year was of satisfactory volume.

Thomas Hughes, until recently president of the Thomas Hughes Lumber Company, which went out of business with the beginning of May, has remarked in the wholesale hardwood lumber trade under his own name, as he did prior to the formation of the Hughes company, and has taken offices on the third floor of the Keyser building. E. E. Price, who looked after the foreign trade of the old corporation, has taken an office in the Continental building, where he is looking after the export business of the Castle Rock Lumber Company, Ltd., and the C. L. Ritter Company, Ltd., both of Huntington, W. Va., he having been in the export trade on his own account some years ago.

The Norwegian sailing ship Vigo, which has been loading West Virginia spruce here for River Plata country in South America since April 25, sailed last Wednesday, having been delayed two days because of the disappearance of the mate and the necessity of getting another officer in his place. The Vigo took out 1,082,002 feet of spruce, and was cleared by the McCall-Dinning Company.

Holger A. Koppel, hardwood exporter, with offices in the Carroll building, Baltimore and Light streets, sailed last Saturday from New York for Glasgow, from where he will later go to Copenhagen, his former home, to visit members of his family. He will spend a vacation of some weeks in the Danish capital, and will also devote some time to looking after foreign business. Mr. Koppel was accompanied by his wife.

The plant of the Baltimore Hub Company on Harford road, near the B. and O. Railroad, has been sold to a bell foundry. The place was destroyed by fire last summer, but had been rebuilt.

The semi-annual meeting of the Baltimore Lumber Exchange on June 7 at the Merchants' Club resolved itself largely into an informal exchange of experiences at the Forest Products Exposition in New York last week. The exchange sent a large delegation to New York, and all of the members found themselves greatly interested in the display of woods and their uses made there. They found the show highly instructive, too, and unanimously declared that it cannot fail to have a far-reaching effect upon the prosperity of the lumber trade.

The minutes of the last meeting were read and approved, and the semi-annual report of the secretary and treasurer was submitted, this showing that there is a balance in the treasury. Some routine business was disposed of at the monthly meeting of the Managing Committee in the afternoon. After adjournment the members sat down to an excellent luncheon, the menu being made up of such delicacies as Smithfield ham, deviled crabs and chicken croquettes. President Ridgaway Merryman occupied the chair and L. H. Gwaltney was secretary.

## COLUMBUS

According to the report of the Columbus building inspector for May, 1914, there were 359 permits of a valuation of $841,000 issued during the month, as compared with 667 permits and a valuation of $613,338 in the corresponding month of 1913. Since January 1 the department has issued 1,257 permits of a valuation of $2,585,205, as compared with 2,170 permits and a valuation of $2,129,012 in the same period in 1913.

The Buckeye Lumber Company of Fremont has purchased the stock of the Fremont Lumber and Supply Company, the transfer being made late in May.

Papers have been filed reducing the capitalization of the Universal Pole and Post Preserving Company of Circleville from $100,000 to $5,000.

The Asher Cooperage Company of Sandusky, O., has been incorporated with a capital of $100,000 to do a general cooperage and lumber business by A. J. Asher, John Deist, W. J. Brumm, F. A. Wilson and E. B. Stephens.

The capital stock of the Louisville Lumber Company of Louisville, O., has been increased from $5,000 to $10,000.

Secretary James M. Hamill of the W. M. Ritter Lumber Company denies the published statement that the company will remove from Ohio because of the passage of the Warnes tax law. According to the published statement the company pays taxes in Ohio on all of its assets as well as paying taxes on the property which is located in other states. So far the company has not decided to move out of the state.

Negotiations have been completed whereby the H. D. Beach Company has taken over the plant of W. H. Conrad & Sons of Coshocton. The Beach company will operate the plant in the future.

The Chambers Brothers Company of Sidney, O., has been incorporated with a capital of $10,000 to make wooden novelties. Alva Chambers, John Oldham, H. E. Bennett, Clem Chambers and H. C. Dye are the incorporators.

RED GUM
(Leading Manufacturers)

Our Corps of Inspectors

Intelligent! Highly Trained! Conscientious!

is assurance that you will get what your order calls for when you buy Gum from us

Himmelberger-Harrison Lumber Company
Cape Girardeau, Missouri

Band Sawed Stock

6 cars 4/4 1sts & 2nds Red Gum
10 cars 4/4 No. 1 Com. Red Gum
10 cars 4/4 1sts & 2nds Sap Gum
20 cars 4/4 No. 1 Com. Sap Gum
4/4 Gum Panel and Gum Box Boards and all grades of 4/4 Oak and Ash

JONES & DUNN, Jennie, Ark.
Manufacturers Band Sawed Hardwoods

BLISS-COOK OAK CO.
BLISSVILLE, ARK.
MANUFACTURERS
Oak Mouldings, Casing, Base and Interior Trim. Also Dixie Brand Oak Flooring.
As Well As
OAK, ASH and GUM LUMBER
Can furnish anything in Oak, air dried or kiln dried, rough or dressed
MIXED ORDERS OUR SPECIALTY

Quartered Red Gum
Plain and Quartered Gum, Two Years on Sticks
4/4", 5/4", 6/4" and 8/4" Thicknesses
3" No. 1 Common and Better Soft Elm Bone Dry
Mark H. Brown Lumber Company
Hardwood Manufacturers Mounds, Ark.
Eleven Miles West of Memphis, Tenn.
Address Sales Dept., P. O. Box 337, Memphis, Tenn.

LATEST IMPROVED DRY KILNS AND MACHINERY

MONOGRAM BRAND

Monogram Brand White Oak Flooring

Perfectly dried and worked. [illegible] tured at our new hardwood flooring plant.

Our Specialty:
Quarter-sawed White Oak Flooring

[illegible]

OAK FLOORING [illegible] Quick shipments guaranteed

YELLOW POPLAR LUMBER CO., Coal Grove, Ohio

Kentucky Lumber Company

MANUFACTURERS

POPLAR, PLAIN AND QUARTERED OAK, RED AND SAP GUM, CHESTNUT, HEMLOCK

ROUGH AND DRESSED

| MILLS AT | SALES OFFICE |
|---|---|
| Burnside, Ky. Williamsburg, Ky. | 606 Security Trust Bldg. |
| Sulligent, Ala. | LEXINGTON, KY. |

John G. Lockhart Lumber Co.

Sheboygan, Wisconsin

We have the following DRY stock and will make special inducement to move in February and March:

| | |
|---|---|
| [illegible] No. 3 Soft Elm. | 75,000' 4/4" No. 1 and Bet. Bass |
| [illegible] | 150,000' 5/4" No. 2 and Bet. Maple |
| [illegible] No. 3 Birch. | [illegible]00,000' 8/4" No. 2 and Bet. Maple |
| [illegible] | 100,000' 12/4" No. 2 and Bet. Maple |
| [illegible] | 200,000' 5/4" No. 1 and Bet. Birch |
| [illegible] | 50,000' 5/4" No. 2 Com. Birch |
| 40,000' 5/4" No. 2 & Bet. Rock Elm. | 30,000' 8/4" No. 1 and Bet. Birch |
| [illegible] 2 and Bet. Rock Elm. | 40,000' 10/4" No. 1 and [illegible] |
| | 20,000' 12/4" [illegible] Birch |
| [illegible] 12/4" No. 2 & Bet. Rock Elm. | Birch unselected Red [illegible] |

[illegible]

The Tegge Lumber Co.

High Grade
Northern and Southern
Hardwoods and Mahogany

Specialties
OAK, MAPLE, CYPRESS, POPLAR

Milwaukee, Wisconsin

[illegible] small and building operations continue active. Buying on the part of [illegible]

[illegible] ing up well and prices show some improvement recently.

[illegible]

## TOLEDO

[illegible]

[illegible] Company to create an equipment trust to cover the purchase price of 7,000 freight cars. These will include 2,500 steel coal cars and 4,500 steel under- [illegible] with the Guaranty Trust Company of New York, as trustee, and John [illegible]

## INDIANAPOLIS

The Ben Davis Lumber Company, Ben Davis, has [illegible]

[illegible]

R. O. James, Lynn B. Millikan and J. F. Joseph have organized the [illegible] Hardwood Company in this city, which has been incorporated with an authorized capitalization of $50,000. The company will handle hardwoods and other timber products.

Owners of the Moore & Richter Lumber Company, Laporte, have just taken over the business of the Hammond Lumber Company, at Hammond, the consideration being $100,000. The two concerns will be run in conjunction with each other.

An examiner of the Interstate Commerce Commission held a hearing at South Bend June 6 on the complaint of the Fullerton-Powell Hardwood Lumber Company that several railroad companies, on lumber shipments from southern points to points north and east demanded a charge based on a combination of local rates.

The Indiana Hardwood Flooring Company lost the suit for damages it brought against the Indianapolis Traction and Terminal Company as the result of the burning of the former's factory building last October. During the fire a street car ran over the only line of hose laid out to the fire. The flooring company contended that had the hose not been cut the factory might have been saved. Several insurance companies that carried risks on the building have similar suits pending against the street car company.

## MEMPHIS

Building operations here continue on quite a large scale. The showing [illegible] to be as good as some of the other preceding months. There are some large contracts pending and the figures will probably loom large for the current thirty-day period. The handsome new home of the Commercial Trust & Savings Bank will be begun within the next few days and this will involve a very handsome total. In the meantime handlers of building material as well as the manufacturers of sash, doors, ceiling side and other similar stock are enjoying a very satisfactory volume of business. The hardwood people, too, are coming in for their share of activity because there is a great deal of this lumber being used in interior finish. There is also a good demand for building material from outside points, with the result that the situation, from this viewpoint, is regarded as quite encouraging.

J. H. Townshend, general manager of the Southern Hardwood Traffic Bureau, has been in St. Louis all of the week in connection with the hearing in the case involving the proposed advance of one to three cents in freight rates on hardwood lumber and forest products from points in Arkansas and Louisiana to Memphis, Cairo, St. Louis and Kansas City and from Memphis, points in Louisiana and Arkansas, as well as southeastern Missouri, to destinations in western Missouri, Kansas, Nebraska, North and South Dakota. This began on June 1, and for several days the railroads presented their side of the case. A day or two ago Mr. Townshend wired for a number of local hardwood men to come to St. Louis to take the stand against the increase and they are now at that point presenting their testimony. A great deal of documentary evidence, too, has been prepared and is being submitted. Lumbermen here and

throughout the affected area are decidedly of the opinion that present rates are high enough and that any advance will materially reduce their profits, with the result that they are making a strenuous effort to defeat the proposed increase. This is regarded as the most important rate advance threatened against hardwood lumber interests in the area involved and it is because of this fact that the opposition is so strong and so determined. J. R. Walker, special counsel for the bureau, is assisting Mr. Townshend in handling the case. It is before Special Examiner Gerry of the Interstate Commerce Commission.

A large delegation will leave Memphis the evening of June 16 in special sleepers over the Illinois Central for Chicago, where they will take the special train being run by the Michigan Central from that point to Buffalo to attend the annual of the National Hardwood Lumber Association. There are at least thirty hardwood lumbermen who will go from Memphis. This is one of the strongholds of the National association. J. W. Dickson, one of the directors, and J. W. McClure, one of the members of the inspection rules committee, will leave a day or two earlier in order to attend meetings to be held just prior to the calling of the annual convention to order.

Box manufacturers here continue to do a very satisfactory business. The fruit crop is somewhat late in this territory and orders for shipping containers for fruits are lasting somewhat longer than usual. The general box business is slowing down somewhat, as is always the case with the approach of midsummer, but the volume of shipments is quite up to if not rather above the average for this time of the year. There has been some complaint on the score of prices during the past eight or nine months, but this is about the only thing the box people have had to worry about, as they have gone through one of the most active seasons ever experienced.

The lumbermen who paid their entrance fee to the thirteenth annual tournament of the Southern Golf Association, held over the links of the Memphis Country Club this week, did not fare particularly well. C. B. Dudley of the Dudley Lumber Company did not play at all, while George D. Burgess of Russe & Burgess, Inc., played but turned in a score of 103, which was 25 above the figures which enabled competitors to qualify. He showed remarkable gameness, however, to enter and go the qualifying round, as he was up against a field of 186 golfers, many of them the best in the South, while only 96 could qualify. He had plenty of company, as nearly as many failed as succeeded.

The Rhodes Furniture Company has secured a long-term lease on the Lowenstein building at Main street and North Court avenue and is now spending about $20,000 in improvements. When these are completed the company will occupy this building and will carry an up-to-date stock of furniture, rugs and other goods in that line, according to H. M. Rhodes, president of the firm.

The Columbus Lumber Company, Columbus, Miss., has recently acquired a tract of 15,000 acres of timberlands in Pickens, Fayette and Lamar counties, Alabama, adjoining the present holdings of this company. The property was purchased from Marks & Heard, also of Columbus. The consideration was not given. The new acquisition gives the company enough material to last it for a number of years, perhaps a quarter of a century.

The officials of the American Car & Foundry Company held a conference here some days ago regarding plans for rebuilding the plant at Binghampton, a suburb of Memphis, but no definite decision was reached. The only announcement made was that the present contracts would be completed here. This information was given out by C. A. Price, the local manager. The company has been one of the big local consumers of hardwood lumber and timber and much regret is expressed in hardwood circles over the probability that the plant may not be re-established.

## NASHVILLE

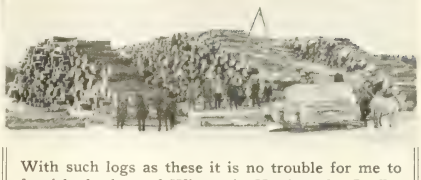
General business in Nashville holds up fairly well considering conditions throughout the country. Bank clearings for May amounted to $26,697,802, compared with $28,849,590 for the same month last year. There was a heavy increase last year, and this year there were two legal holidays during the month, while last year there was only one.

Building permits at Nashville for May were very satisfactory, permits being issued for improvements to cost $203,402, compared with $117,275 for the same month last year.

The Nashville Lumbermen's Club is greatly interested in a fight being made before the State Railroad Commission against the Louisville & Nashville, Nashville, Chattanooga & St. Louis, and Tennessee Central railroads to secure better rates on logs and lumber products from points in Tennessee to Nashville. The fight is being conducted through the Nashville Traffic Bureau, of which T. M. Henderson is commissioner. Mr. Henderson is preparing a large amount of testimony to present in the case, which will probably come up for hearing some time next month.

Destructive fires are reported to have caused heavy loss on the land of the Pittsburg Lumber Company, near Hampton, Tenn., the loss being estimated at about $10,000. One lot of logs of 200,000 feet was lost by fire. The fire is supposed to have originated from parties who were clearing land.

R. S. Maddox, who has been appointed forester of Tennessee, will assume his duties in September, and will start an important survey in the State soon thereafter. Mr. Maddox has been an instructor in a Pennsylvania college, and is reputed to be a forester of great ability.

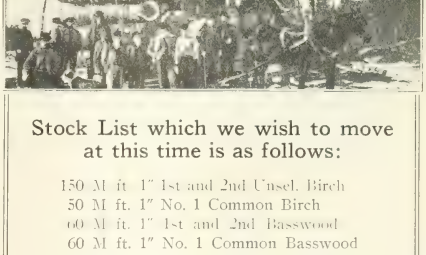



With such logs as these it is no trouble for me to furnish the best of Wisconsin Hardwoods; I offer for prompt delivery:

15,000 ft. 1" winter cut Basswood, 1st and 2nd
15,000 ft. 1¼" hard maple, No. 1 common
100,000 ft. 2" hard maple in log run
30,000 ft. 2" maple No. 1 common
40,000 ft. 2" maple, 1sts and 2nds
30,000 ft. 1½" soft elm, full log run, very nice
55,000 ft. 3 x 4 maple hearts; 45,000 ft. 4 x 5 sound maple hearts
15,000 ft. 2½" rock elm No. 1 and 2 common
20,000 ft. 2" rock elm No. 1 common and better
75,000 ft. 1" birch No. 1 common and better
150,000 ft. 1¼" birch No. 1 common and better
50,000 ft. 1½" birch No. 1 common and better

Look these items over and ask for what you want

**C. P. CROSBY, Rhinelander, Wis.**



Stock List which we wish to move at this time is as follows:

150 M ft. 1" 1st and 2nd Unsel. Birch
50 M ft. 1" No. 1 Common Birch
60 M ft. 1" 1st and 2nd Basswood
60 M ft. 1" No. 1 Common Basswood
100 M ft. 1" No. 2 Common Basswood
200 M ft. 1" No. 3 Common Basswood

Stock is 1913 cut, absolutely dry, and prompt shipment could be made.

**Oelhafen Lumber Company**

TOMAHAWK, WISCONSIN

# THE BUSY SIGNAL

YOU COME to us in quest of timber **NOW** you

of course, but we may be compelled to advise

hat will mean that some one else will have taken advantage of the opportunity which today you should turn to your advantage.

ODAY the OPPORTUNITY IS YOURS, without let or hindrance. If you want to improve it write immediately to

## James D. Lacey & Co.

*Timberland Factors*

Chicago, Ill., 1750 McCormick Building
Portland, Ore., 1313 Northwestern Bank Building
Seattle, Wash., 1009 White Building

¶ Fitzgibbons & Krebs Patent Elevated Traveling Derrick propels itself on 28-ft. gauge track.

¶ No guy wires.

¶ Write to O. M. Krebs, Mallory Branch, Memphis, Tenn., or to P. F. Fitzgibbons, Chattanooga, Tenn., for pamphlet fully illustrating and explaining the derrick.

Also ask for list of users.


## LOUISVILLE

The Louisville Hardwood Club will have a special car to the Buffalo

local hardwood concerns will be represented at the convention by one or

eral subject of fire insurance rates, heard Morris E. Nicholson, engineer

2. Mr. Nicholson explained the rate situation, and said that he doubted whether the application of the Dean schedule to Louisville yards would result in a reduction of rates. He admitted that rates on lumber yards connected with sawmills or other plants which are equipped with sprinkler systems are lower than is justified, but indicated that this was the result of competitive conditions. A comparison of rates under different schedules will be made by Mr. Nicholson in the near future, after which he will make a report to the club. The general fire insurance situation in Kentucky remains complicated, with the foreign companies still out and the local companies unable to take care of much of the business. Most large insurers, however, have found that they can get insurance outside the state.

The Louisville Point Lumber Company has one of the best-looking plants

the lumber properly piled. Edward S. Shippen, head of the concern, is insistent on details of this kind being properly looked after. The mill recently installed a new derrick.

handling a good deal of the selling work of the company. H. A. McCowen

lumberman who can keep half a dozen different operations, located in different cities, going at top efficiency all the time.

Is regarded as one of the best located in the city. It is located on both the Louisville & Nashville and Southern Railway, and competitive conditions of this kind are almost necessary in Louisville on account of the general policy of the Louisville & Nashville toward shippers. The yard abuts on the new Eastern Parkway, which connects two of the leading parks of the city, and the company had to give up a piece of the yard

The sawmill of W. L. Watson and Charles Kitchen, Sr., of Ashland, Ky., located at Haymon, Ky., was burned recently with a loss of about $15,000. It is stated that the plant will be rebuilt at once.

George Hogg has purchased some timberland on King's Creek, near Roxana, Ky., and plans to install a mill and develop the property.

The Tomlinson Lumber Company of Line Fork, Ky., has acquired 2,000 acres of timberland near Line Fork, Ky., and will install a sawmill in the immediate future.

The Mason Lumber Company of Maysville, Ky., is building a new dry-kiln.

State Forester J. E. Barton is making arrangements for the purchase of several tracts of second-growth timber for use as reserves and for demonstration purposes. Morgan county is one of the sections where land will be bought. He will go to Washington shortly to confer with the Federal authorities relative to the establishment of the reserve by the Government in Eastern Kentucky.

The vehicle and implement trade is the most active consuming line at present, hardwood men report. Excellent crop conditions have resulted in the farmers buying heavily, and the factories supplying them are in the

## BRISTOL

The Peter-McCain Lumber Company has just closed down its band mill here, after completing the cutting of its timber in the Holston mountains. The planing mill will continue in operation, but the band mill will be idle until September, when the company will begin receiving logs from its new timberland in Johnson county, Tennessee. A line of railroad will be built to connect with the Virginia and Southwestern at Butler in order to get the logs to Bristol. The band mill here has cut approximately 300,000,000 feet of timber from the Holston mountains. However, a large part of this was cut by the Morton, Lewis-Willey Company.

Several new mills are being installed in Scott county, Virginia, as a result

this city, as trustee for the extensive estate of his father, Col. Patrick

Clinch Lumber Company and the Stoddart Spring Lumber Company are installing new operations.

C. L. Warren has returned from a trip in the interest of J. A. Wilkinson. A large amount of stock is being taken out at Kingsport, where J. A. Wilkinson recently installed a new mill.

The J. E. Moore Lumber Company of Danville, Pa., has begun the development of a 20,000-acre tract of hardwood timber in Bath county, Virginia.

The Gray Lumber Company will at once rebuild the mill at Waverly, Va., which was recently destroyed by fire.

But for the heroic work of the large mill force, the $100,000 lumber plant of the Lovelady Lumber Company, at Jasper, Va., on the Virginia & Southwestern railway, near Bristol, would have been destroyed by fire last week. The company's commissary was a total loss. The fire started from a spark dropped by a passing locomotive, according to reports from Jasper. The loss in the destruction of the commissary is $10,000.

The Adams & Hampton Lumber Company of Johnson City, Tenn., has just purchased a tract of hardwood timber at Stephens, Tenn., and will at once install a mill with a daily capacity of 18,000 feet.

The R. C. Duff Lumber Company is operating at Duffield, Va. The mill at that point is cutting 25,000 feet daily.

The Bristol Door and Lumber Company is erecting a new office building near its large plant on Williams street. The company is employing 200 men at its planing mill and woodworking factory in Bristol.

The Stone Holing Lumber Company has begun operation of the remodelled Wilkinson plant, on Ash street, which it purchased last year. The plant originally cost nearly $100,000 and has been improved and new machinery installed. The company expects to materially increase its wholesale business.

A number of eastern buyers were in Bristol this week and left some orders in this section. They report a slightly improved outlook for trade during the remainder of the summer and fall.

## ST. LOUIS

Last month's building operations in St. Louis indicated an advance over the corresponding month of the year 1913 of about seven per cent, according to the building commissioner's report for May. During May this year, 1,125 permits were issued for buildings amounting to $1,496,613. In May last year 943 permits were issued for buildings to cost $1,392,455.

During May receipts of lumber by rail in St. Louis, as reported by the Merchants' Exchange, were 15,418 cars. In May last year the receipts were 20,326 cars, showing a loss in May this year of 4,908 cars. Shipments of lumber by rail last May were 14,970 cars, while in May, 1914, shipments were 11,769 cars, a falling off of 3,202 cars.

Chas. C. Boyd of Chas. C. Boyd & Co., Cincinnati, was a recent visitor at the rooms of the Lumbermen's Club of St. Louis. Mr. Boyd was on his way home from a trip to the Pacific coast. Mr. Boyd's company specializes in hardwood veneers. Its mills are located at North Bend, O.

Julius Seidel, of the Julius Seidel Lumber Company reports a good demand for lumber, both from local consumers and from out of town customers. He says his company is getting a fair share of the business.

E. H. Luehrmann of the Chas. F. Luehrman Hardwood Lumber Company is pretty well satisfied with the volume of business being done. His company is having a fair demand for choice red gum and choice oak. The latter is in fair movement and the company has a good stock on hand.

A good demand for car material is reported by the Garetson-Greason Lumber Company. It is in better shape down at the mills just at present, than it has been for some time. W. W. Dings, the secretary of the company, is out on a selling trip and is sending in some fair sized orders.

## ARKANSAS

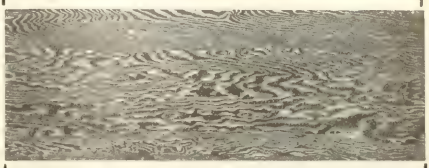
The tenth annual convention of the Arkansas Association of Lumber Dealers, which was held in Little Rock on June 5 and 6, was one of the best in the history of the organization. A program of considerable interest had been arranged, and much enthusiasm over the meeting was manifest in the members throughout the state.

Arkansas members of the Order of Hoo-Hoo entertained with a boat ride on Saturday afternoon, June 6. A concatenation was held, at which time about fifteen or twenty kittens were initiated.

The Virgin Timber Company, against which a decree for $250,000 was rendered in the United States district court at Little Rock recently, on May 25 filed bond for appeal with the clerk of the court in the sum of $100,000, as fixed by Judge Trieber. The filing of this appeal bond stopped the sale of the property, which had been advertised to take place on June 12, and further action in this line will not be taken until the case is passed upon by the United States circuit court of appeals.

This case, concerning which articles have heretofore appeared in the HARDWOOD RECORD, grew out of a suit filed by Jacob Ringer, as trustee, against the Virgin Timber Company, in which Mr. Ringer sought to recover $500,000 and to foreclose a mortgage upon all of the property owned by the Virgin Timber Company. The defense set up was that under the mortgage plaintiff had sought to charge a usurious rate of interest. In passing on the case, Judge Trieber held that the contract was to be viewed in the light of the laws of the state of Illinois, in which state the penalty for usurious practices is merely the forfeiture of the interest and bonus, and not to be construed in the light of the laws of the state of Arkansas, which provides for the forfeiture of the entire debt. Judge Trieber ac-


THE GLUE THAT IS APPLIED COLD



# In Flush Veneered Doors

The chief consideration is uniformly high-grade glue. Manufacturers of this modern type of door realize that its development has been retarded because the unavoidable lack of uniformity in other types of glue makes it impossible to know how long a door will stay in condition. The

# Use

Of vegetable glue insures **absolute uniformity** because of the very nature of preparing it and because every pound of our raw material is rigidly inspected.

# Vegetable Glue

Is also a rigid and permanent adherent; will not blister in sanding; has no disagreeable odor; will not deteriorate in standing—for a week if necessary; and can be applied cold without any heating application of any kind in the glue room. In addition, the average saving over former glue bills has been twenty per cent where vegetable glue is used.

**A DOOR MAKER SAYS:**

*Perkins Glue Co., McCleary, Wash., 2/20/13.*
*South Bend, Indiana.*

*Dear Sirs:—It is now about a year since we added a veneer door department to our operations. Deciding on the glue which would give best results, we considered the most important matter in connection with this new department.*

*Investigation convinced us that your product was the one we wanted in order to turn out the most dependable doors and panels, and it has been gratifying to find that it has given us low cost as well as superior quality.*

*Yours truly,*
*CHEHALIS FIR DOOR CO.,*
*By Geo. J. Osgood.*
*GJO-BB*

**Perkins Glue Company**
**Originators and Patentees**
**805 J. M. S. Building, South Bend, Indiana**

THE GLUE THAT RUNS ABSOLUTELY UNIFORM

# V E N E E R

**Birch Veneers. Also Elm, Maple and Basswood**

WE MANUFACTURE FINE ROTARY CUT

**STOLLE LUMBER & VENEER CO. Tripoli, Wis.**

LET US QUOTE YOU

W. T. THOMPSON VENEER CO.

SAWED

QUARTERED OAK VENEER

**We Have Nothing But Flat Dried Stock**

**EDINBURGH, INDIANA**

SINGLE PLY ROTARY CUT

Thin Lumber and Veneers, Poplar, Gum, Oak, Yellow Pine and Cypress

The best that choice logs, 1914 Equipment, and long experience can produce.

WRITE FOR OUR LIST OF RANDOM AND CUT SIZES AT ATTRACTIVE PRICES

Old Dominion Veneer Company

NORTH EMPORIA, VIRGINIA

# Kentucky Veneer Works

HIGH-GRADE—WELL-MANUFACTURED

# Veneers

IN SAWED AND SLICED QUARTERED WHITE OAK AND QUARTERED RED GUM. OUR ROTARY CUT GUM AND POPLAR CROSSBANDING VENEERS ARE EXCEPTIONALLY GOOD.

**Louisville** **Kentucky**


at Heber Springs to manufacture shingles from that certain variety of

in Arkansas.

## DETROIT

Detroit is enjoying a healthy building boom. The number of new structures and their value is likely to exceed all previous spring and summer records. A large percentage of the new buildings are of the better type and consequently large quantities of hardwood finish are being used in the interior. The factory trade has also used a good deal of hardwood lumber to an appreciable extent. Dealers report that prices are holding firm and that some ash and poplar are in good demand.

Detroit dealers were considerably interested in an announcement a few days ago that 4,000,000 feet of maple lumber had been sold at Alpena to [illegible] manufacturers. The lumber was to be used in making heels for women's shoes.

Work of rebuilding the plant of the Port Huron Lumber Company, which was recently burned, is well under way. A modern factory will be erected for the manufacture of interior finish. The new buildings are of fireproof construction.

J. M. Clifford of the Clifford Lumber Company, exclusive dealer in hardwoods, reports that his company has been enjoying a brisk business the past week. Mr. Clifford reported that a marked improvement in the condition of the hardwood market developed within the week. Oak, ash and poplar are most leaders in demand. Mr. Clifford said that prices on oak and ash are a little stiff and that [illegible] are remaining firm.

## WISCONSIN

The Kinzel Lumber Company of Merrill has been incorporated with a capital stock of $105,000. The incorporators are C. J. Kinzel, F. W. King and C. H. Strange.

The Menomonie Sleigh and Wagon Works is the name of the new concern operating the former Oscillating Sleigh Company's plant at Menomonie. C. C. Crocker has purchased the stock and leased the building and machinery from the former owners and is now operating under the new name, manufacturing light and heavy sleighs, farm wagons and similar vehicles.

One of the most valuable tracts of hardwood in the country, consisting of 8,000 acres of timberland in the townships of Upham and Elcho, Langlade county, has been purchased by the [illegible] Lumber Company of Elcho from the Van Ortwick Estate and the Combined Locks Paper Company. The consideration was $168,000. The Fish company now has between 12,000 and 13,000 acres of timber and will begin immediate logging [illegible].

The Eagle River Lumber Company has leased the site near that of the mill which was destroyed by fire last year, at Eagle River, and has commenced the construction of a new sawmill. The company has a large amount of timber ready for sawing and will put the new mill in operation [illegible].

A log jam over two miles in length and in places extending a quarter of a mile into the woods on either side of the stream was recently cleared by the use of dynamite on the Pine river, a branch of the Menominee. The jam was one of the longest and biggest ever seen in that vicinity. The [illegible] logs were piled to a height of 75 feet. No logs were swept away and carried into a small bay. The water at the time was the highest in fifteen years and an entirely new channel was cut by the river in one instance.

The Tomahawk Veneer and Box Company is contemplating doubling the present output at its plant in Tomahawk and will install machinery which will increase the present output to 4,000 boxes daily. Reinhard Meyer is president of the concern, which has been progressing rapidly since it was [illegible] in January.

A large addition has been made necessary by the increasing of the line of woodworking machinery by the C. Mattison Machine Works at Beloit. The addition will have a 70-foot frontage on Fifth street and extend 120 feet back. It will be of brick construction and of the latest type of shop buildings.

One of the recent contracts of church furniture filled by the Algoma Veneer Company was that for the pews for the Catholic church at Egg Harbor.

The sawmill of the Roger-Ruger Lumber Company, Eighth street and Catlin avenue, Superior, was totally destroyed by fire, causing a loss of $5,000.

Forest fires in the northern Wisconsin and Michigan woods are beginning to make their annual harvest. Although extreme precautions are being taken by lumbermen against fires, numerous small fires are reported in various sections. Small settlements, mills and lumber have already been destroyed, but recent rains have subdued fires to a large extent.

W. E. Priestly, president of the W. E. Priestly Lumber Company, wholesale lumber, of Milwaukee, and a well-known lumberman of Wisconsin, died at his home in that city May 29 after a long illness. He was sixty years old and a native of Alisa-Craig, Ontario. Mr. Priestly was former president of the Northwestern Lumber, Sash and Door Traveling Salesmen's Association. He was a thirty-second degree Mason and an Odd Fellow. His widow, a son, Glenn W. Priestly, secretary of the W. E. Priestly Lumber Company, a sister, Mrs. Jennie Pemberton, Chicago, and two brothers, James C. Priestly of Alisa Craig and Herman Priestly of Chicago, survive.

The will of the late I. Stephenson, Jr., Menomonie lumberman who died suddenly at Milwaukee last fall, disposes of an estate valued at $1,000,000, left to the widow. The will was not found until just before the final report was filed and prevented a son, Joseph C. Stephenson, and a daughter, Mrs. Frederick Haggerson, from sharing the property.

W. C. Brandon of Wausau was elected president of the Employers' Mutual Liability Insurance Company of Wisconsin at a recent meeting of the directors, to succeed G. F. Steele. The other officers are: H. Hirschheimer of La Crosse, W. W. Vincent of Kenosha and W. E. Brown of Rhinelander, vice-presidents succeeding themselves; Karl Mathie of Wausau, vice-president succeeding Dr. W. A. Tricke of Wausau, and M. A. Wertheimer of Kaukauna, succeeding the newly-elected president W. C. Landon as vice-president. H. J. Hagg, E. T. Wilson and Neal Brown were reëlected secretary, treasurer and general counsel, respectively. The company is a mutual organization insuring Wisconsin employers from liability losses and includes many prominent lumbering concerns.

The Merrill Iron Works Company, manufacturer of woodworking machinery and jobbers in mill supplies, logging machinery and tools, is well along in the work of repair and reconstruction of its plant which recently suffered considerable damage by fire. Additional machinery will be installed.

Through the generosity of Wisconsin manufacturers, particularly lumbering concerns, the state of Wisconsin will be able to construct the Wisconsin building at the Panama Pacific Exposition at San Francisco at a much less figure than ordinarily possible. Among the donations received were the doors from the Morgan Company of Oshkosh, hardwood flooring from the I. Stephenson Company Trustees of Marinette, finishing veneering from the Underwood Veneer Company and shades from the Hough Shade Company of Janesville.

# The Hardwood Market

## CHICAGO

The situation locally has been most affected during the last three months by the strike of brick handlers, which has completely tied up the entire building trade. Negotiations between employers and employes in this particular class worked back and forth with various promises of early settlement, which, however, were delayed until finally the matter was properly closed up a week or so ago. The result is that the building situation is far more favorable now than it has been for some time, although the strike has resulted in the deferring of a very considerable quantity of building construction which will seriously affect the lumber markets for two or three months ahead.

The seriousness of the strike and the imminence of further complications had the effect in many cases of holding off building projects for an indefinite period. In other cases, speculative builders building on borrowed capital have been put in an unfavorable position, due to their having considerable quantities of money tied up at high rates of interest when they had expected their structures to have been completed for tenants for some months. Instead they have had to pay the interest charges without any revenue from their structures whatever. This is going to result in considerably shortening the total amount of building construction in the city of Chicago.

The situation locally is one of hope with a thorough realization, however, of a reality of present conditions. No one doubts the actuality of dullness of business, although there is unquestionably a considerable amount of purchasing being done, which, however, is in small lots.

The yard situation is in about the same position as it has been for several months back, with but a normal stock of lumber on hand and a fair demand in wagon lots. Yards, however, are not purchasing any


# V E N E E R

We will make attractive sales on the following if we hear from you Immediately:

1 car 3/8 FAS Quartered White Oak

2 cars 3/8 FAS Plain Red Oak

2 cars 1/2" FAS Quartered White Oak

1 car 1/2" No. 1 Common Quartered White Oak

3 cars 1/2" FAS Plain Red Oak Rotary Veneers—our own manufacture

**Stimson Veneer & Lumber Co.**
**Memphis Tennessee**

THESE fine logs waiting to be cut for you. Send us your specifications — our price no higher, while our quality is better than most cutters'.

ADDRESS INQUIRIES TO

**Merrill Veneer Company**
**Merrill, Wisconsin**

Two cars 1" No. 3 Hemlock.

One car 2" 1st & 2nd Hard Maple, 7" and wider.

One car 2" No. 1 Common Hard Maple.

One car 1" No. 3 Common Red Oak.

Three cars 1½" No. 3 Common Soft Elm.

Three cars 1" No. 3 Common Soft Elm.

**Gill-Dawley Lumber Co.**
**Wausau, Wis.**

**Saline River Hardwood Co.**

Main Sales Office
**Pine Bluff, Arkansas**

Manufacturers of
**Genuine Forked-Leaf White Oak**

**Red and Sap Gum**
**Red Oak and Ash**

¶ We offer to the trade a remarkably SUPERIOR lumber product.

¶ Our TIMBER is virgin forest growth of the highest type.

¶ Our MILLS are new and produce accurately manufactured stock.

¶ Our LUMBER is all KRAETZER-CURED—treated with steam under pressure directly from the saw—insuring quick drying to light weight, freedom from seasoning defects and stick-marking, splits and stain.

¶ Kraetzer-cured lumber will "stay where you put it."

¶ Dry kiln and oak flooring plant in connection.

¶ We solicit the inquiries and orders of critical and discriminating buyers.

¶ For straight cars of Yellow Pine, or mixed cars with Oak Flooring, write LONG-BELL LUMBER COMPANY, Kansas City, Mo.

hardwood lumber.

## NEW YORK

## BUFFALO

## PHILADELPHIA

A settled quiet defines the lumber situation as that of almost all industries at this time. Whether it is a psychological condition of affairs, as contended by our President, or a stern material fact is open for speculation. The premature hot weather has added to the apathy, and the hope of increased business before the fall is apparently abandoned by the trade generally. The large department stores have already announced their intention of closing down from Friday evening till Monday morning during July and August, which plan will also be adopted by the various commercial organizations. Buying continues spotty and of the hand-to-mouth order. The live firms report that the volume of business compares favorably with the same period of a year ago, but admit that it requires strenuous hustling to get business. A hopeful tone, however, obtains throughout the trade as to outlook, as there is a strong feeling that the railroads will receive a favorable decision from the Interstate Commerce Commission, as to their demand for higher freight rates. The promise of abundant crops is an encouraging sign that a comparative prosperity throughout the land will attend the last quarter of the year, which compensates in a measure for the depression caused by the uncertain legislation and interference with commercial laws in Congress.

Hardwoods show very little change from fortnight ago. Quartered oak holds front rank; plain oak, although not so active as heretofore, holds firm. In chestnut and poplar, low grades show best form. Maple flooring in good demand; birch, beech and other woods keep a good reputation.

## PITTSBURGH

Hardwood men are waiting patiently for something to turn up. It is practically impossible to turn up anything and most of them have cheerfully put on the robe of Macawber. Business is very little if any better than on April 1. In some lines of hardwood dealing it is worse. Considerable lumber has been sold to the automobile companies, but on the other hand the wagon manufacturers have cut down their purchases more than half since winter. Yard trade is very irregular and orders are in mixed carload lots without exception. Prices on high-grade hardwood are going lumbermen very hard at present.

## BOSTON

The local situation in hardwoods continues very quiet. Dealers report the fewest number of inquiries they have had for years. While there has been no appreciable decline the past fortnight, it is apparent that the small spring improvement gave way more promptly than usual to summer conditions. Southern and western mills have developed more insistent effort lately to sell stock in this territory. Some results of this are also shown by local hardwood men finding their trade supplied with cut-price offers on a number of items; this applies to prospective pur-

chasers and in some cases to those who have already contracted ahead. Some of the dealers seem to feel that the lightly-stocked factories and yards will yield a fairly good summer demand, while others are quite apprehensive that buyers will push their advantage on what forced selling is undertaken, thus keeping all business at a low point for the season. The same general relation prevails between the woods as recent reports; only a few kinds showing actually increasing prices, such as may be noted being thick ash, quartered-sawed sycamore and beech. There is some opinion that the lightening of the veneer business west may cause quartered oak to show its first weakness, although held steady in all thicknesses up to date. The demand for plain oak seems decreasing, but the values remain about as they have been with wide ranges, according to character of the wood. No great change can be reported in the poplar, either as to price or demand, it being one of the weaker items at present. Other hardwoods commonly used in this market continue at fairly close to market values which have lately prevailed.

## BALTIMORE

Such changes as have taken place in the hardwood trade within the last two weeks are not of sufficient moment to alter the situation materially or to have any decided effect either upon prices or the movement. Most of the hardwood men report a shrinkage in their business, this shrinkage varying from ten to fifty per cent. There are other firms, however, which state that the total of their transactions compares very favorably with corresponding periods of other years, though it must be said that these concerns are in a marked minority. For the most part the demand is of the unexpected kind, the sellers never having many orders ahead of them, and frequently getting down to their last deal before new ones are developed. It is also to be said that persistent effort is required to obtain orders, and the salesmen must be on the jump, it being also desirable for them to keep a close watch on the requirements of the yards. These latter are not disposed to place orders ahead of actual needs. At the same time it does not appear that stocks at the mills are accumulating in an alarming degree. Although the various plants are for the most part running full time, they manage to work off their output, or at least a sufficient part of it to avert fear of troublesome congestion. Of course, until the large consumers get back into the market, business is likely to remain quiet. The railroads are still holding off, and oftener prefer to haul stocks from their own yards over long distances to points where the lumber is to be used, to entering into new commitments. In addition, the furniture manufacturers are by no means so busy as they expected to be, and their curtailment is having a decided effect upon the market. No particular division of the trade seems to be affected by the prevailing state of affairs more than another, all showing the effect of the letdown.

There are some manufacturers who refuse to make price concessions and who maintain that they have not found it necessary to cut their quotations in order to move stocks, but it is generally admitted that the range of values is lower than it was last year, though it would not require much of a revival, in all probability, in the demand to get the list back to where it was. While the outlook as to exports is regarded by some of the shippers as better than it was, others still profess to see no improvement, and it must be said that they have the custom house figures to support them, these latter showing that the forwardings are smaller than ever, and that the tendency is still retrogressive. That a considerable cleaning up of stocks has taken place, however, hardly admits of doubt, and it would probably not be long before a very decided quickening in the foreign demand asserted itself, if the domestic situation were in better shape. The indifference of the home buyers, however, renders large quantities of lumber available for export, and any stiffening in the returns would probably attract stocks in increasing quantities to Europe.

## COLUMBUS

The hardwood trade in Columbus and central Ohio has been rather active during the past fortnight despite the general business depression which prevails. One of the best features of the trade is the active building operations which have been the salvation of the hardwood trade. Building is active not only in Columbus but also in cities and towns in all parts of the state.

The best buying is being done by retailers. Yard stocks are rather light and dealers generally are loath to increase stocks at this time, but the demand on the part of consumers has made it necessary for them to place orders right along. Most of the orders are for shipment during the latter part of June. Factories are buying in limited quantities as they are not operating on a very large scale. Implement and vehicle concerns are the best customers, while furniture factories are rather slow.

Dry stocks are not plentiful in any section and as a result lower prices are believed to be out of the question. Prices generally have been well maintained, although some shading is reported to force trade. This is especially true where stocks have accumulated. All grades are moving fairly uniform and shipments are coming out promptly. Collections are somewhat improved.

Oak is one of the strong points in the trade. The demand is good for both quartered and plain oak, and prices are ruling at the levels which prevailed for some time. Chestnut is another strong point, especially sound wormy. Poplar is moving well and prices are satisfactory. Ash and basswood are firm and other hardwoods are unchanged.

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Conway Building 111 W. Washington Street
CHICAGO

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AMERICA'S FINEST CABINET WOOD

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DRY STOCK
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CABLE ADDRESS—"LAMB." Codes Used—Universal, Hardwood, Western Union, A. B. C. 5th Edition, Okay

## STOCK LIST—Dry Lumber on Hand June 1st, 1914

| | 4/8 | 1/2 | 5/8 | 3/4 | 4/4 | 5/4 | 6/4 | 8/4 | 10/4 | 12/4 | 16/4 |
|---|---|---|---|---|---|---|---|---|---|---|---|
| 1st & 2nd Qtd. Wh. Oak, 6" & up | 90,000 | 15,000 | | 50,000 | 90,000 | 24,000 | | | | | |
| 1st & 2nd Qtd. Wh. Oak, 10 & 11 | | | | | | 12,000 | | | | | |
| 1st & 2nd Qtd. Wh. Oak, 12" & up | | | | | | 6,000 | | | | | |
| No. 1 Com. Qtd. Wh. Oak, 4" & up | 50,000 | | 8,000 | 1,000 | 60,000 | 19,000 | | | | | |
| No. 1 Com. Qtd. Wh. Oak, 6" & up | | | | | 45,000 | | | | | | |
| No. 2 Com. Qtd. Wh. Oak, 3" & up | 7,000 | 2,000 | 14,000 | | | 1,000 | | | | | |
| Clr. Strips, sap no defect, 2½-5½ | | | | | 15,000 | | | | | | |
| No. 1 Com. Strips, 2½-5½ | | | | | 30,000 | | | | | | |
| 1st & 2nd Plain Wh. Oak, 6" & up | 60,000 | 50,000 | 10,000 | | | | | | | | |
| No. 1 Com. Plain Wh. Oak, 4" & up | 60,000 | | 10,000 | 25,000 | 175,000 | | | 25,000 | | | 500 |
| No. 2 Com. Plain Wh. Oak, 3" & up | 90,000 | 18,000 | 25,000 | | 30,000 | | 1,000 | | | | |
| 1st & 2nd Plain Red Oak, 6" & up | 50,000 | 26,000 | 10,000 | 15,000 | 20,000 | 35,000 | 25,000 | | | | |
| No. 1 Com. Plain Red Oak, 4" & up | 30,000 | 37,000 | 24,000 | 27,000 | 332,000 | 78,000 | 15,000 | 15,000 | | | |
| No. 2 Com. Plain Red Oak, 3" & up | | | | | 200,000 | 9,000 | 2,000 | | | | |
| No. 3 Com. Plain Red Oak, 3" & up | | | | | 50,000 | | | | | | |
| Oak Core Stock, 4" & up | | | | | 100,000 | | | | | | |
| 1st & 2nd Red Gum, 6" & up | 92,000 | 253,000 | 119,000 | 275,000 | 15,000 | 65,000 | 115,000 | | 12,000 | 3,000 | |
| No. 1 Com. Red Gum, 4" & up | 125,000 | 157,000 | 180,000 | 515,000 | 150,000 | 185,000 | 55,000 | 38,000 | | 6,000 | |
| 1st & 2nd Fig. Red Gum, 6" & up | | | | | 13,000 | 4,000 | 5,000 | | | | |
| No. 1 Com. Fig. Red Gum, 4" & up | | | | | 8,000 | | | | | | |
| 1st & 2nd Qtd. Red Gum, 5" & up | | | | | 10,000 | 5,000 | 18,000 | 30,000 | | | |
| No. 1 Com. Qtd. Red Gum, 4" & up | | | | | 15,000 | 2,000 | 8,000 | 9,000 | | | |
| Sap Gum Box Boards, 12-17 | | | | | 15,000 | | | | | | |
| Sap Gum Box Boards, 9-11 | | | | | 22,000 | | | | | | |
| 1st & 2nd Sap Gum, 13-15 | | | | | 10,000 | | | | | | |
| 1st & 2nd Sap Gum, 15-18 | | | | | 35,000 | | | | | | |
| 1st & 2nd Sap Gum, 18" & up | | | | | 30,000 | | | | | | |
| 1st & 2nd Sap Gum, 6" & up | 30,000 | 17,000 | 12,000 | 55,000 | 75,000 | 60,000 | 15,000 | 7,000 | 12,000 | 6,000 | |
| Clr. Sap Gum Strips, 2½-5½ | | | | | 15,000 | | | | | | |
| No. 1 Com. Sap Gum, 4" & up | 15,000 | 25,000 | 40,000 | 20,000 | 250,000 | 60,000 | 15,000 | 7,000 | 2,000 | | |
| No. 2 Com. Sap Gum, 3" & up | 200,000 | | 75,000 | 175,000 | 50,000 | | 85,000 | 15,000 | | | |
| No. 3 Com. Sap Gum, 3" & up | | | | | 300,000 | 95,000 | 55,000 | | | | |
| 1st & 2nd Cypress | | | | | | | 6,000 | | | | |
| Select Cypress | | | | | | | 2,000 | | | | |
| No. 1 Shop Cypress | | | | | | | 5,000 | 2,000 | | | |
| No. 1 & No. 2 Com. Cypress | | | | | 21,000 | | 55,000 | 55,000 | | | |
| Log Run Cypress | | | | | 28,000 | | | | | | |
| Com. & Btr. Tupelo | | | | | 21,000 | | | | | | |
| Log Run Cottonwood | | | | | 12,000 | | | | | | |
| Log Run Elm | | | | | 80,000 | | | | | | |
| Log Run Ash | | | | | 10,000 | | | | | | |
| No. 3 Com. Ash | | | | | 11,000 | | | | | | |

VIEW OF MILL SKIDWAY, WITH PART OF LOGS STORED IN BACKGROUND—WE HAVE 6,000,000 FEET OF SELECTED HARDWOOD LOGS STORED ON OUR MILL YARD.

## TOLEDO

The lumber situation has developed few new features during the past couple of weeks, although a slight improvement is noticed. Yellow pine is still at a very low figure and oak has a tendency toward weakness, but many other lines are showing strength. Poplar, for instance, is quite strong and crating is bringing a good figure and there is plenty of demand. The building, especially, in the way of residence structures in Toledo is heavy, much heavier than is usual and there is no indication of a cessation in this line of construction for some time to come. The Willys-Overland Automobile Company, already a mammoth concern covering acres of ground, is continually adding new structures and it is expected to add new buildings to accommodate 1,000 more men. These buildings are already under construction. It is, of course, going to be necessary to find homes for these additional men and the residence building is exceptionally strong in that section of the city. Most of the new homes are of high quality and have hardwood floors and finish. While a good many of the railroads have laid off their men and some of their trains, it is generally believed that this is a passing condition and within a short time the railroads will be ordering new equipment and putting on more trains. Several business blocks are also under construction here and a number of school buildings. Stocks are rather low, but there is no tendency on the part of dealers to make any speculative purchases.

## INDIANAPOLIS

The hardwood trade in this city and vicinity has been pretty quiet during the last two weeks. There has been little business and few inquiries are being received. No predictions are being made as to when an increased volume of trade may be expected. Books of the hardwood men show that their business during May was below that of the corresponding month of last year, but it was better than that of April of this year. Dull industrial conditions generally over the state are held responsible for the present inactivity in hardwoods.

Inquiries disclose no special demand for any variety or grade of hardwood. It was said at one office that business was so dull in all hardwoods that no certain kind could be selected and held up as being in better demand than any other.

## CINCINNATI

While there appears to be no better demand for any of the hardwoods, there is a better tone to the market. Some dealers think a gradual return of confidence is in sight, but they do not expect any results until at least fall. Prices remain firm. Lumbermen who could shade prices a little in order to secure business feel that it would do no good to do so, as hardwoods are a mighty good asset to have, and sooner or later will be in active demand again. Quartered oak is improving steadily in request and is probably the most active of hardwoods just at this time. Plain oak is the most readily sold, the call being even and steady for all grades, but, of course, nothing like it should be for this time of the year. Poplar in low grades sells well, but the upper grades are very sluggish. There is said to be some improvement in demand for better grades of red gum, due to the new association's endeavors to draw attention to this wood, and the result even if only temporary is gratifying. Sap gum is in fair demand. Chestnut has been on the slow side in good stock for many weeks. The box makers are still busy and consuming good quantities of all low grades suitable for their purpose.

## MEMPHIS

There is no special change to record in the hardwood situation here. Business as a general proposition may be said to be slowing down somewhat with the approach of the midsummer season. This practically always happens and has occasioned neither surprise nor unfavorable comment. In fact, with business no more active than it is, it is rather surprising that there is such an optimistic feeling among the majority of the members of the trade regarding the general future of the market. Orders are coming in every day for fair quantities of lumber, but buyers are in few cases anticipating their wants, with the result that few large orders are being received. Still, prices are well maintained and the aggregate volume of business is not far from the average for this time of the year. There are increasing inquiries for red gum and this lumber is moving more freely and at slightly better quotations. Sap gum continues a ready seller. The lower grades of both gum and cottonwood are being taken care of by box interests and there is no particular surplus of either. Oak is reported a little more active in some directions, without any special change in prices. Ash is a ready seller in all grades, while activity in cypress is confined to the lower grades. Export business is more active and the outlook for foreign trade is considered good.

## NASHVILLE

The situation in the hardwood lumber market has shown no material change. Buyers are confining themselves practically to current needs, which causes trade to show no snap. One of the largest manufacturers in the local market reported May business slightly smaller than for the same month last year, which describes business with most of the firms. Nashville hardwood men are not inclined to reduce values in order to get


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[illegible] pending on the high cost of lumber [illegible] the removal from the board of the embargo into Canada [illegible] ash and hickory are in good demand. An active demand is reported for chestnut by furniture manufacturers. Some business is being reported in poplar, chestnut and other lines.

## BRISTOL

Despite the fact that there is more than the usual amount of activity in woodworking, finished hardwood consumption on the market is dull. Reports say that improved [illegible] the early part of July anticipated and the [illegible] the early improvement in may not be realized. However the [illegible] of the general [illegible] to cause the manufacturers to curtail. Most of the mills are running and a considerable volume of [illegible] is moving. Some of the [illegible] report radical improvement toward fall, while others are not so optimistic as to the outlook for business during the remainder of the year. The woodworking plants are nearly all busy, but there is not much activity in building. Some new mills are being installed and lumbermen are going ahead with plans for developing their timber on an even larger scale.

## LOUISVILLE

While the actual business during the past two weeks has not been anything to [illegible] Louisville Hardwood Market is by no means to say, depressed. That is to say, while no larger orders covering long periods have been received, current business is holding up and the volume of shipments is pretty close to what is usually done at this season of the year. With the farm implement and vehicle trade buying heavily, and the interior finish business opening up, the outlook is improving. One big millwork concern recently ordered twenty-five cars of oak lumber from a local hardwood concern. The furniture factories will probably be quiet this month, in anticipation of the July shows. If these pan out as they should do, in view of the prosperity of the farming contingent, which after all, is the main factor in the consuming field, the furniture factories should have plenty to do for the rest of the summer and should give the hardwood men some business worth having. Vigorous saleswork on the part of the lumbermen is needed at present, but when that kind of effort is expended, business is resulting. Quartered oak and ash are the most active movers at present. Some grades of poplar have been selling a little better of late. Red gum is also showing more life than heretofore. Hickory is in good call. Chestnut has been selling satisfactorily. Prices are holding about steady.

## ST. LOUIS

A slight improvement is noticeable in the hardwood market and prices are a trifle firmer on upper grades, except when quick delivery is called for. There is a fair movement in plain-sawed white oak, and red gum is showing an improvement. There is more satisfactory inquiry for dry and select poplar is in greater request than it has been for several weeks. Prices are holding up pretty well and the woods most in demand are strong in price. There is quite a good call for cypress in small order lots, so the aggregate sales are quite satisfactory and distributors report steady prices.

## MILWAUKEE

There seems to be a little more activity in the Milwaukee hardwood market, due mainly to the fact that the factory consumers of hardwood are buying a little more freely. Stocks in the hands of these concerns have been low for some time and most of the factories have been buying only enough to meet their present wants. This waiting policy on the part of factory consumers did not avail them anything, however, as prices have been well maintained, while the available supply of dry stocks has been decreasing steadily. Increased building activity, not only in Milwaukee but about the state, has made it necessary that the sash and door and general interior finishing plants increase their output, resulting in these concerns placing larger orders for stock.

The figures available at the offices of the Milwaukee building inspector show that building operations during the month of May climbed to a new high mark. During the month there were 517 permits issued for the erection of buildings to cost $1,041,584, an increase of approximately $300,000 over the corresponding month in 1913, when 491 permits were granted for improvements totaling $1,237,678.

The crop outlook in Wisconsin and surrounding states is unusually good at the present time and lumbermen believe that this gives promise of a satisfactory business in most lines this fall. When crops are good in this section of the Northwest it is pretty sure proof that general business will be all that could be asked for. Weather conditions have been ideal this spring and experts say that crops in all lines are making great headway.

Receipts of new basswood in the Milwaukee market are showing steady increase and the cut seems to be in fair condition. New birch is not expected before the latter part of the month or the early part of July. The available supply of dry birch is light, as is usually the case at this time of the year. Demand has been brisk for maple flooring and stocks in this line have been decreased to a rather low point. The supply of southern hardwoods, particularly plain red oak, is not so large as it has been. Basswood and elm have been in fairly good demand.

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WANTED—SUPERINTENDENT

[illegible]

## EMPLOYMENT WANTED

WANTED—EMPLOYMENT

When you want a salesman for New York state territory, write us. We can supply you with a good man. EMPIRE STATE ASSOCIATION of Wholesale Lumber & Sash & Door Salesmen. Chas. Johnson, Secty, 96 Kirkland Rd., Rochester, N. Y.

## LUMBER WANTED

WANTED

[illegible]

Woods & Brooks Co., Buffalo, N. Y.

WANTED—OAK LUMBER

from small mills in Southern Illinois for Mine [illegible]

## LOGS WANTED

WANTED—BLACK WALNUT LOGS

500 cars good black walnut logs, 10" and up in diameter, 6 ft. and up long. Will inspect at shipping point and pay cash.

GEO. W. HARTZELL, Piqua, Ohio.

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FOR SALE—20 MILLION FEET

[illegible]

C. O. SHEPARD, 101 W. 85 St., New York, N. Y.

HARDWOOD TIMBER FOR SALE.

[illegible] Hickory, Ash, Gum, etc., the finest hardwood in the country. Price White Oak, Hickory and Ash, [illegible]

V. D. WILSON, Palestine, Texas.

$15,000,000.00.

We have about fifteen million dollars' worth of timberlands for sale. Write us what you want. Dealers in timberlands, lumber yards, mill machinery, mills for sale, arranging loans, selling and exchanging cutover lands, and a general real estate business. If you want to buy or sell write us. THE JANESVILLE EXCHANGE, Timber Dept., Janesville, Wisconsin.

## LUMBER FOR SALE

FOR SALE—1,000,000 FEET

[illegible]

SMITH, DIES & ALEXANDER,
Donaldson St. and Calvert Ave., Nashville, Tenn.

QUARTERED WHITE OAK FOR SALE

[illegible]

HAUSER, BRENNER & BATH CO.,
Cincinnati, Ohio

LOG RUN PLAIN SAWED LUMBER

250,000 feet 4/4 Gum.
225,000 feet 4/4 Red Oak.
[illegible] feet 4/4 White Oak.
[illegible] feet 4/4 Beech.

J. B. ELLIOTT, Durant, Miss.

## DIMENSION STOCK WANTED

WANTED

Hard Maple and Beech Squares 42", 44", 48" long, plump 1" x 1". Must be clear and straight. If you have any to offer write us. Will take them dry or green.

THE COLUMBIA MFG. CO.,
New Philadelphia, Ohio

WANTED

DIMENSION OAK

Plain and Quartered

Various sizes for chair and table factories

Send to us for specifications and prices

INDIANA QUARTERED OAK CO.

7 East 42nd Street,

New York.

## TIMBER LANDS FOR SALE

TIMBER INVESTMENTS

[illegible]

GREAT NORTHERN INVESTMENT CO.,
Main offices: Janesville, Wis.

FINE TIMBER TRACTS.

We have a number of timber tracts for sale in most all states at low prices and reasonable terms. Have few bargain tracts that are offered for quick sale. Write us what you want, we have it. THE JANESVILLE EXCHANGE, Timber Dept., Janesville, Wis.

ADIRONDACK HARDWOODS

[illegible] Adirondack birch, maple and beech and more surrounding timber available. Best large body of hardwoods on the market. No agents. Address THE A. SHERMAN LUMBER COMPANY, Potsdam, N. Y.

TIMBER INVESTMENTS

We have a number of timber tracts offered for sale that are probably the most enticing investments offered in America today. Our list consists of all varieties of timber in different size tracts. We can please the most discriminating. Would be pleased to submit proposition on receipt of your requirements.

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Main offices: Janesville, Wis.

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FOR SALE

One six-foot Fay & Egan band Sawmill outfit, complete; 2 McIlvain & Spiegel boilers, modern make, engine Houston, Stanwood & Gamble, self-contained engine; gang edger and trimmer, swing cross-cut line shafting, belting, pulleys and carriage, all filing room machinery, complete with 7 or 8 good saws, everything complete in first-class condition. Can be bought quick at a big bargain. Address

JOSEPH L. LACKNER, Trustee in Bankruptcy, ROCKPORT SAWMILL CO., 220S Union Central Bldg., Cincinnati, Ohio.

## BUSINESS OPPORTUNITIES

WANTED ADDITIONAL CAPITAL

for Hardwood Mill, excellent location, timber supply inexhaustible, present capital $40,000; [illegible] Plant in operation, excellent logging equipment. $30,000 additional capital desired. Located on navigable stream, shipment by rail or water, within city of 30,000. Finest opportunity of today. Address "BOX 55," care HARDWOOD RECORD.

SECURE BETTER PRICES

AT LESS SELLING COST BY REACHING MORE CUSTOMERS. HARDWOOD RECORD PUTS YOU BEFORE THEM ALL TWICE A MONTH. ASK US ABOUT IT.

### FOR SALE

1 large band sawmill, everything in first-class condition; mill capable of producing from 25 to 40,000 ft. per day; located on Green River, Ky., with plenty of Oak, Ash, Poplar and Hickory timber within easy and low freight rate by rail; also considerable timber available by river. About 2,000 feet of siding passing the skidway, running through the lumber yard and can be operated as economically as any hardwood plant in the country. Can be bought quick at a bargain. Address, JOSEPH L. LACKNER, Trustee in Bankruptcy, ROCKPORT SAWMILL CO., 2208 Union Central Bldg., Cincinnati, Ohio.

### TIMBERLANDS FOR SALE.

We are in a position to supply you with any kind of timber that your needs require any where in the United States, Canada, Mexico Cuba and Republic of Panama. Our list comprises over $60,000,000 worth of timberlands Write for copy.

GREAT NORTHERN INVESTMENT CO.,
Main Offices: Janesville, Wis.

### PLAN SERENE'S SERVICE

procures cash for sellers—long time for buyers on proof of delivery to transportation line. Write Plan Serene, 204 E. Wiley Ave., Bluffton, Ind

### FOR SALE.

### PLANT AND EQUIPMENT

Including Locomotives, Gondolas, Derricks, Hoisting Engines, Boilers, Concrete Mixers, Rock Drills, Buckets, Pumps, Engines, Elevators, Conveyors and Camp Equipment.

ALABAMA POWER COMPANY
Engineering Department,
Birmingham, Alabama.

### BUYERS OF HARDWOODS.

**Do you want to get in touch with the best buyers of hardwood lumber? We have a list showing the annual requirements in lumber dimension stock and veneers and panels of consumers of those materials throughout the United States and Canada. The service is free to advertisers in the RECORD. It will interest you Write us for further information about our "Selling Lumber by Mail System."**

HARDWOOD RECORD, Ellsworth Bldg., Chicago.

## MISCELLANEOUS

### OAK, POPLAR, ASH

**and all other hardwoods, in all grades and thicknesses, can be readily sold if advertised in the Wanted and For Sale section of HARDWOOD RECORD. If you have a large stock you want to sell try a few lines in this department and see what a lot of inquiries they will bring you**

### TIMBERLANDS FOR SALE

We are in a position to supply you with any kind of timber that your needs require any where in the United States, Canada, Mexico, Cuba and the Republic of Panama. Our list comprises over $60,000,000 worth of timberlands. Write for copy.

GREAT NORTHERN INVESTMENT CO.,
Main Offices: Janesville, Wis.

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## E. H. KLANN LUMBER CO.

**Cottonwood, Gum, Oak, Ash, Cypress, Yellow Pine, Dimension Stock**

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## COUNTERFEIT CHECKS

are frequent except where our

**Two Piece Geometrical Barter Coin**

is in use, then imitation isn't possible. Sample if you ask for it.

**S. D. CHILDS & CO.**
**Chicago**

We also make Time Checks Stencils and Log Hammers

**MAKE BOX SHOOKS**
Up to 24" Long, or
**LOOSE BARREL STAVES**
Of Finest Quality and at Lowest Cost
From Cordwood, Slabs, or Other Forest Waste
by the Use of Gerlach Machinery.
**The Peter Gerlach Co., Cleveland, O.**

If you are not a subscriber to HARDWOOD RECORD and have a suspicion that you would like to see a copy, it is yours for the asking.

If you want to get in touch with 3000 Live Wire Buyers of Hardwoods

it will pay you to find out about the Hardwood Record's

BULLETIN SERVICE

One man, who uses the service gives it credit for earning annually $10,000 for him.
Write for pamphlet—

*"Selling Lumber By Mail"*

It will prove a revelation to you.

HARDWOOD RECORD
(Bulletin Dept.)
537 So. Dearborn St.,
CHICAGO

# GIBSON TALLY BOOK

This three-throw tally ticket cover is made from aluminum, and accommodates four tally tickets—4ix8i inches in size.

Folds compactly to less than one-fourth inch in thickness and fits side or inside coat pocket.

Gives large area of four tickets for complicated tallies, or straight grade can be made on one page.

Accommodates any form of tally ticket desired.

Special, patented, triplicate tally tickets supplied, printed on waterproof paper with carbon backs. Tallies made on these tickets are unalterable. Their use enables the inspector to retain triplicate, and forward original and duplicate. Duplicate designed to be attached to invoice.

These tally books are perfection for durability, convenience, accuracy, and for systematizing the inspection and measurement of lumber.

Patent applied for on covers. Copyrighted. 1910. Triplicate Tally Tickets patented.

### PRICE LIST

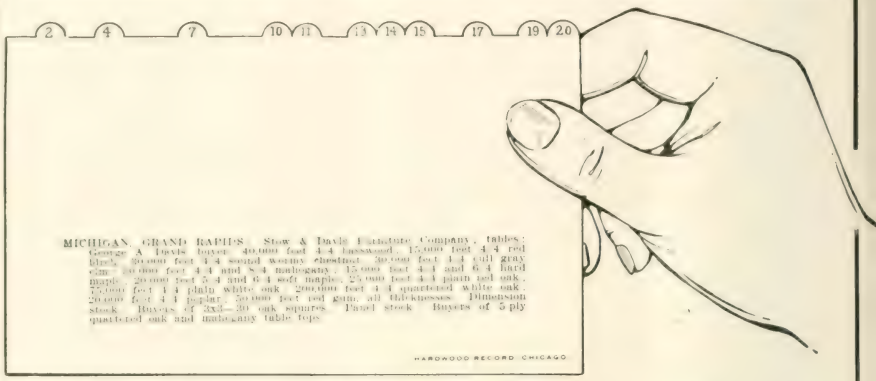
| | |
|---|---|
| Aluminum Tally Covers, each - - | $ 1.00 |
| Aluminum Tally Covers, per dozen - - - | 10.00 |
| Patented triplicate Tally Tickets (stock form) per 1,000 | 10.00 |
| Single sheet manila (stock form) Tally Tickets, per 1,000 | 4.00 |

Specimen forms of Tally Tickets mailed on application. Covers sold on approval to responsible concerns.

Manufactured by

**Hardwood Record**
**537 S. Dearborn St., CHICAGO**

# Doesn't It Look Good To You?




Specimen of one of the thousands of patented tabbed index cards involved in Hardwood Record's copyrighted Information Service, showing **annual requirements for Lumber, Dimension Stock, Veneers and Panels** employed by wholesalers and hardwood manufacturing consumers throughout the United States and Canada.

Illustration of Oak Cabinet in which this Information Service is filed.

**ILLINOIS**

## Key

| | | | |
|---|---|---|---|
| 1 | Ash | 12 | Hickory |
| 2 | Basswood | 13 | Mahogany |
| 3 | Beech | 14 | Maple |
| 4 | Birch | 15 | Oak |
| 5 | Butternut | 16 | Walnut |
| 6 | Cherry | 17 | Poplar |
| 7 | Chestnut | 18 | Miscellaneous including Dogwood, Holly, Locust, Persimmon, Sycamore. |
| 8 | Cottonwood | | |
| 9 | Cypress | | |
| 10 | Elm | 19 | Dimension stock |
| 11 | Gum | 20 | Veneers and panel stock |

Fac-simile of state key card between which the tabbed information cards are filed alphabetically by towns, by means of which instant reference can be made to the buyers of any kind of wood, in any locality in the United States and Canada.

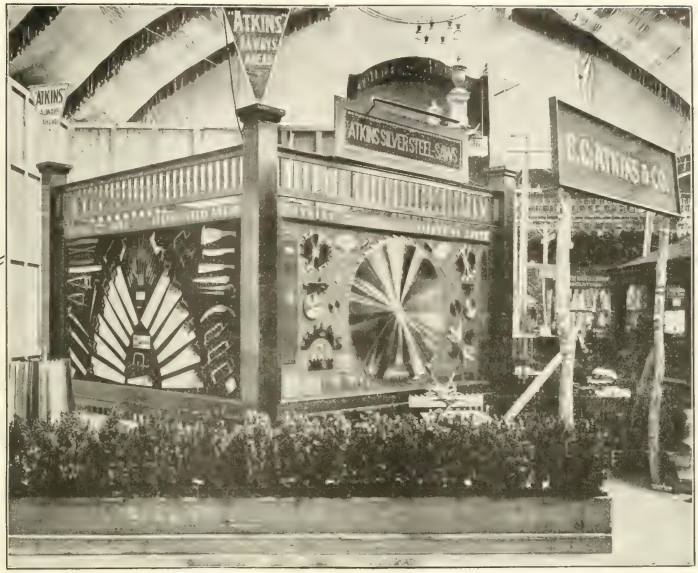
THIS service is comprised in more than sixty bulletins, and additional bulletins of corrections and additions are printed frequently.

This service is kept positively up-to-date, and is indispensable to lumber and veneer sales departments.

It is an exclusive service disposed of only to HARDWOOD RECORD advertisers.

LET US TELL YOU ABOUT THE MODERATE COST

**Hardwood Record, 537 South Dearborn Street, Chicago**




# CONGRATULATIONS

We extend ours to the Lumber Manufacturers of the United States on the success of their great Forest Products Exposition in Chicago and New York, and "here's hoping" that it will be the means of helping your business to a very large extent.

## ATKINS SILVER STEEL SAWS

**"Finest on Earth"—"A Perfect Saw for Every Purpose"**

*ATKINS ALWAYS AHEAD!*

**E. C. ATKINS & CO., Inc.**

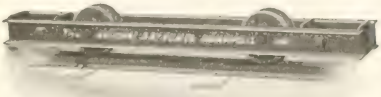
*The Silver Steel Saw People*

Home Office and Factory, Indianapolis, Ind. Canadian Factory, Hamilton, Ont.

Machine Knife Factory, Lancaster, N. Y.

Branches carrying complete stocks in the following cities. Address E. C. ATKINS & CO.: Atlanta, Chicago, Memphis, Minneapolis, New Orleans, New York City, Portland, Ore., San Francisco, Seattle, Vancouver, B. C., Sydney, N. S. W.

# Kiln Truck



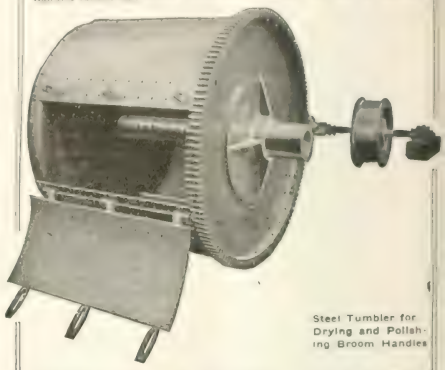
We make all styles of Kiln Trucks and Transfer Cars. They are roller bearing, steel or malleable iron wheels. We have one contract for twelve hundred of these trucks, with eight-inch wheels.

Always a large stock of material on hand. Can make prompt shipment.

**The National Dry Kiln Co.**
**Indianapolis, Ind.**

# Broom Handle Machinery

Let us tell you about our STEEL TUMBLERS FOR DRYING AND POLISHING BROOM HANDLES. This system is rapidly supplanting all others. More economical, less time required for drying, no polishing afterwards, greater per cent of straight handles turned out.



Steel Tumbler for Drying and Polishing Broom Handles

**CADILLAC MACHINE COMPANY**
Complete Line of Broom Handle Machinery
**CADILLAC, MICH.**

# HORSELESS SKIDDING

Skidding with mechanical rehauls to return lines to the woods is becoming more and more popular. Greater speed and independence from weather conditions constitute the principal reasons for this :-

YOU WILL BE INTERESTED IN HEARING & SEEING WHAT OTHERS ARE DOING WITH CLYDE MECHANICAL REHAUL SKIDDERS. *Write us and we will arrange to Show you*

**CLYDE IRON WORKS**
DULUTH, U. S. A.

# Logging Locomotives

must be specially designed to suit the service. Baldwin loggers have been built in all types and sizes.

The Mikado type, illustrated above, is doing excellent work, where long hauls must be made with heavy trains.

**THE BALDWIN LOCOMOTIVE WORKS**
**PHILADELPHIA, PA., U. S. A.**
*Cable Address:—"Baldwin, Philadelphia"*

REPRESENTED BY

F. W. WESTON . . . . . 50 Church Street, New York, N. Y.
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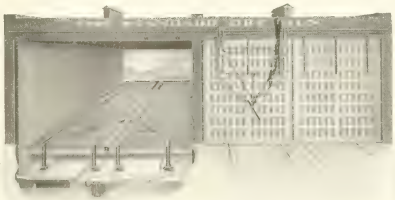
C. H. PETERSON . . . . . 1610 Wright Building, St. Louis, Mo.
GEORGE E. JONES . . . . . 407 Travelers' Building, Richmond, Va.
A. WM. HINGER . . . . . 722 Spalding Building, Portland, Oregon





## MOIST AIR DRYING

Almost any user of a good MOIST AIR kiln, who has had experience with other drying systems, will tell you that results show conclusively the superiority of the moist air method of drying. In

## The Standard Dry Kiln

moist air drying has been brought NEAREST to the point of absolute perfection. Many users of The Standard, who formerly tried other moist air kilns, will bear us out in this statement. We'll be glad to refer you to them on request.

We're getting out a new booklet containing a list of Standard Dry Kiln users. Drop us a line and we'll send you a copy as soon as it comes from the printers. Address: The Standard Dry Kiln Co., 1559 McCarty St., Indianapolis, Ind.



**ELEPHANT RUBBER BELTING**

**AIR DRILL AND AIR TOOL HOSE**

**STEAM WATER SUCTION**

**EXTRA QUALITY**

Recommended for hard service and guaranteed to do the work

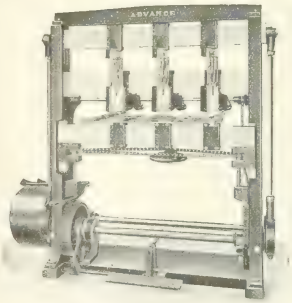
SELLING AGENTS
CRANE COMPANY - - ALL BRANCHES
STANDARD EQUIPMENT CO., MOBILE, ALA
ALBANY MILL SUPPLY CO., ALBANY, GA.

**THE MECHANICAL RUBBER COMPANY**
(Chicago Rubber Works)

**307 W. Randolph Street, CHICAGO**
**ESTABLISHED 1882**



# Wire Stitching Machinery




FOR

Crates, Veneer and Resawed Lumber Boxes, Also Wire and Metal Bound Boxes,

FRUIT PACKAGES, BASKETS, FIBER SHIPPING CASES, PAPER BOXES AND SPECIAL PURPOSES

ASK FOR CATALOGUE

Manufactured by

**SARANAC MACHINE COMPANY**

BENTON HARBOR, MICH., U. S. A.

# VENEERS AND PANELS


## Ahnapee Veneer & Seating Co.

HOME OFFICE, FACTORY AND VENEER MILL, ALGOMA, WIS.
VENEER AND SAWMILL, BIRCHWOOD, WIS.

We manufacture at our Birchwood plant single ply veneers of all native northern woods and deliver stock that is in shape to glue.

From our Algoma factory, where we have specialized for twenty years, we produce panels of all sizes, flat or bent to shape, in all woods, notably in Mahogany and Quarter-Sawed Oak.

We make no two-ply stock, and do not employ sliced cut quartered oak. Our quartered oak panels are all from sawed veneer.

Every pound of glue we use is guaranteed hide stock. We do not use retainers. Our gluing forms are put under powerful screws and left until the glue has thoroughly set.

If you seek a guaranteed product that is the best, based on results accomplished by most painstaking attention and study of every detail, combined with the use of the best stock and an up-to-date equipment, our product will appeal to you.

If you are a "price buyer" we probably cannot interest you.

## *Veneers and Panels with a Reputation*

WE manufacture Veneers in all the native woods and for all purposes. Also Built-up Panels in native and foreign woods—three and five-ply—and have established a reputation for furnishing high-grade material. Send us your inquiries and orders and become one of our satisfied customers.

*Underwood Veneer Co.* *Wausau, Wis.*

## Custom Mill Work, Storage, Inspection

ON

Foreign Fancy Woods, Mahogany, Cedar, Circassian

We receive the logs, store or warehouse them, manufacture them into lumber, cut or saw veneers, pile and store the product, and ship via any railroad. Also furnish inspection returns on logs or lumber. Can furnish accommodations and economies which it is impossible to secure elsewhere. We always have on our yards parcels of plain and figured African, Mexican and Cuban Mahogany, Circassian Walnut and Cedar logs, placed here for sale by direct foreign shippers, from which advantageous purchases can be made.

Astoria Veneer Mills & Dock Co. Long Island City, New York

## For Veneer and Panel Manufacturers

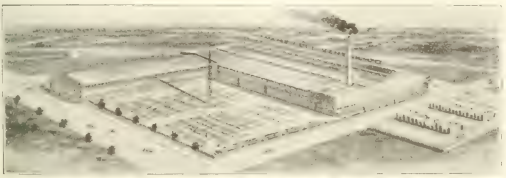
**Your Consumers' Lists Cost You BIG MONEY**

We can save it all and relieve you of all the detail and effort necessary to tabulate consumers' wants. **Our Card Index System of those wants,** just out, is the result of systematic effort. It is endorsed by your competitor.

***Can You Afford to Give Him that Advantage?***

**HARDWOOD RECORD** **CHICAGO**

# VENEERS AND PANELS



EVANSVILLE VENEER CO., Evansville, Indiana

## VENEERS

Manufacturers and Importers of

Circassian Walnut, Mahogany

and other woods

We quarter-saw and slice White Oak, Red Oak, Gum and Sycamore

Rotary cut stock in poplar and gum, for cross banding, back panels, drawer bottoms and panels.

Plant is equipped with the most modern machinery and drying systems known.

---

## Memphis Veneer & Lumber Co.

Memphis, Tenn.

## Mahogany Veneer

1-8, 3-16 and 1-4-in. door stock.
1-20 and 1-16-in. sawed mahogany.

**Sawed Veneer in the following**

Quartered White Oak,
Quartered Red Oak,
Plain Red Oak,
Yellow Poplar,
White Ash and
Quartered Red Gum

**Memphis Veneer & Lumber Company**

Memphis, Tennessee

---

## B. C. JARRELL & CO.

MANUFACTURERS OF

**High Grade, Rotary-Cut Gum**

## VENEERS

**Cut right; dried right; prices right**

HUMBOLDT, - TENNESSEE

---

## HB OAK VENEERS HB

in

**Sliced and Sawed Quartered and Plain White and Red Oak**

*Walnut Cherry Ash Maple*

Also Band Sawn Lumber in These Woods

**Hoffman Brothers Company**

FORT WAYNE, IND.

Established 1867 Incorporated 1904

---

## *If You Knew*

*What our BULLETIN SERVICE was doing for your competitor in the lumber business, you'd not only want the service yourself, but YOU'D HAVE IT.*

*Let Us Tell You About It.*

***Hardwood Record :: Chicago***

---

## SEDRO VENEER COMPANY

Manufacturers ROTARY CUT of COTTONWOOD & DOUGLAS FIR VENEERS AND PANELS

SEDRO-WOOLLEY, WASHINGTON

---

*You can't afford to be without* ***The Gibson Tally Book*** *when it costs but a dollar, if you want the most convenient and accurate system for tallying lumber.*

***Hardwood Record :: :: :: Chicago***

# MICHIGAN

FAMOUS FOR HARD MAPLE AND GREY ELM

# "Ideal" Steel Burnished Rock Maple Flooring

is the flooring that is manufactured expressly to supply the demand for the best. It is made by modern machinery from carefully-selected stock and every precaution is taken throughout our entire system to make it fulfill in every particular its name—"IDEAL."

ROUGH OR FINISHED LUMBER—ALL KINDS

*Send Us Your Inquiries*

**I. Stephenson Co., Trustees - WELLS, MICHIGAN**

## "Chief Brand"
## Maple and Beech Flooring

in 3/8, 1/2 and 13-16 and 1 1-16 inch Maple in all standard widths and grades, will commend itself to you and your trade on its merits alone

WRITE US, WE CAN INTEREST YOU

**Kerry & Hanson Flooring Co.**

GRAYLING, MICHIGAN

## EAST JORDAN LUMBER CO.

EAST JORDAN, MICHIGAN

*We offer the following Dry Stock:*

4 cars 1x7" and up No. 1 Common and Better Maple.
1 car 8/4 No. 1 Common and Better Maple.
10 cars 4/4 Full log run Beech.
5 cars 5/8 Full log run Beech.
5 cars 4/4 End dried White Maple.
1 car 4/4 No. 2 Common and Better Soft Maple.

WINTER CUT PROMPT SHIPMENT BAND SAWN

PROCTOR **VENEER DRYER** FIREPROOF
—AN—
UNPARALLELED SUCCESS

No Splitting Nor Checking
No Clogging Nor Adjusting

Recommended by all those who have tried it

THE PHILADELPHIA TEXTILE MACHINERY COMPANY
DEPT. L, HANCOCK & SOMERSET STS. PHILADELPHIA, PA.

**S. L. EASTMAN FLOORING CO.**
SAGINAW GRAND
**MAPLE FLOORING**
SAGINAW, MICH.

## HARDWOOD RECORD'S

strongest circulation is in the region where things are made of wood. WISCONSIN, MICHIGAN, ILLINOIS, INDIANA, OHIO, PENNSYLVANIA, NEW YORK and the East.

IT'S the BEST SALES MEDIUM for HARDWOOD LUMBER

## IF YOU HAVEN'T SEEN THE GIBSON TALLY BOOK

Let us send you one on approval, with samples of Tally Tickets for triplicate, duplicate or single tallies—a score of forms to choose from. They are the latest and best. Endorsed by hundreds of lumber manufacturers and buyers.

HARDWOOD RECORD CHICAGO

# BUFFALO

## The Foremost Hardwood Market of the East

**Standard Hardwood Lumber Co.**
**OAK, ASH and CHESTNUT**
*1075 Clinton Street*

**G. ELIAS & BRO.**
**HARDWOODS**
White Pine, Yellow Pine, Spruce, Hemlock, Fir, Lumber, Timber, Millwork, Boxes, Maple and Oak Flooring
955-1015 ELK STREET

**BUFFALO HARDWOOD LUMBER CO.**
We want to buy for cash
OAK, ASH AND OTHER HARDWOODS
All grades and thicknesses.
Will receive and inspect stock at shipping point. Branch yard, Memphis, Tenn.
940 Seneca Street, BUFFALO

**Hugh McLean Lumber Co.**
OUR SPECIALTY
*QUARTERED WHITE OAK*
940 ELK STREET

**T. SULLIVAN & CO.**
SPECIALTIES:
*Gray Elm, Brown Ash*
Pacific Coast Fir and Spruce
2 ARTHUR STREET

**YEAGER LUMBER COMPANY, Inc.**
SPECIALTIES:
**Oak, Ash and Poplar**
932 ELK STREET

**ANTHONY MILLER**
**HARDWOODS OF ALL KINDS**
893 EAGLE STREET

The above firms carry large and well assorted stocks of all kinds and grades of Hardwoods, and have every facility for filling and shipping orders promptly. They will be pleased to have your inquiries.

Manufacturers
Gum
Oak
Cypress

# General Lumber Company

Cottonwood
Maple
Elm

Memphis, Tenn.

## Little River Lumber Company

**TOWNSEND, TENN.**

WE continue cutting Hardwoods and Hemlock out of big, smooth, clean, prime logs, and we give special attention to the making of stock that is hard to make and is required in heavy thicknesses and special widths and lengths. We are in shape now to cut Poplar, in any widths or thicknesses desired. Also are getting into the mill a fine lot of Chestnut logs that can be cut to order. A little later on will be glad to talk Southern Mountain Maple with you—IT IS SURE FINE. Also Hemlock in all widths and all grades.

**We Continue to Solicit the Business of**

**Discriminating Buyers of High Grade Smoky Mountain Hardwoods and Hemlock**

## AT CLARENDON, ARKANSAS

We have, in course of construction, the largest and most modern rotary veneer plant in this country. We will make a specialty of rotary cut gum that is manufactured and dried right.

FOR PARTICULARS ADDRESS

## CHICAGO VENEER CO. Inc. DANVILLE, KY.

# YELLOW POPLAR

MANUFACTURERS OF BAND SAWED
POPLAR
QUARTERED OAK
PLAIN OAK
CHESTNUT
BASSWOOD

White Oak Flooring

SPECIALTY
QUARTER SAWED
WHITE OAK

Coal Grove, Ohio, U. S. A.

# LUMBER CO

NATIONAL CONVENTION SPECIAL

# Hardwood Record

Nineteenth Year, Semi-Monthly.

CHICAGO, JUNE 25, 1914

Subscription $2. Single Copies, 10 Cents.

We are prepared to ship promptly on receipt of order

## Hardwoods of All Kinds

from our Philadelphia Yard or direct from our Mills.

**Specialties**

- **7 in. x 24 in. No. 1 Heart Split Cypress Shingles.**
- **5-8 Soft Yellow Tennessee Panel Poplar 18 in. and over.**

**J. Gibson McIlvain & Co.**
**1420 Chestnut Street, Philadelphia, Pa.**

## Memphis Band Mill Co.

**Manufacturers**

## HIGH GRADE LUMBER

QUARTERED WHITE OAK

PLAIN WHITE OAK

QUARTERED RED OAK

PLAIN RED OAK

RED GUM SAP GUM

COTTONWOOD

ALL BAND SAWN

LET'S QUOTE YOU PRICES

**Memphis Tennessee**

## CARTIER-HOLLAND LUMBER COMPANY

SPECIAL LIST STOCK FOR FURNITURE TRADE

[illegible] ft. 4/4 Selected [illegible] Maple
25,000 ft. 8/4 1sts and 2nds Unselected Hard Maple
[illegible] ft. 4/4 Log Run Michigan Soft Elm
105,000 ft. 4/4 Log Run Beech
[illegible] ft. 5/4 Log Run Beech
120,000 ft. 6/4 Log Run Beech
50,000 ft. 8/4 Log Run Beech

CRATING

175,000 ft. 1x6 and wider White Pine Crating
300,000 ft. 1x4 No. 4 White Pine Crating
[illegible] ft. 1x4 and Wider No. 2 and No. 3 Common Basswood

REMEMBER, we perform whatever mill work you require.

MICHIGAN TRUST BUILDING
Grand Rapids, Michigan

MILL Ludington, Michigan

# MICHIGAN

FAMOUS FOR HARD MAPLE AND GREY ELM

## CADILLAC GRAY ELM

was used for finish in the living room of the Michigan-Wisconsin Bungalow at the Chicago and New York Forest Products Expositions. The wood has an attractive figure, shows delicate shadings, is peculiarly susceptible of color staining, and when properly finished gives a decidedly rich effect.

The lumber is of excellent quality, easy to work, and, unlike other varieties of elm, it does not check, shake, twist or warp more than ash or oak.

It is used extensively for furniture and interior finish.

We will send you prepaid finished samples of Cadillac Gray Elm if you would like to see this beautiful native wood.

**COBBS & MITCHELL, Inc.**

Manufacturers of Michigan Hardwoods

Sales Dept., CADILLAC, MICH.

## Michigan Trees and Mitchells Products

We have published an illustrated booklet with the above title for lumber users and shall be glad to send you a copy upon request.

This reference book contains pictures of our Michigan trees, describes the character and uses of our various woods, and explains our products and the form in which they are offered to the trade.

We sell only
CADILLAC QUALITY LUMBER
Send for our Stock List

**Mitchell Brothers Company**

Sales Department CADILLAC, MICHIGAN

## W. D. YOUNG & CO.

MANUFACTURERS

**FINEST MAPLE FLOORING**

KILN DRIED, HOLLOW BACKED
MATCHED OR JOINTED
POLISHED AND BUNDLED

**Hard Maple, Beech and Birch Lumber**

1 TO 6 INCHES THICK WRITE FOR PRICES

BAY CITY, :: :: MICHIGAN

THE

## Kneeland-Bigelow Company

**Hardwood Manufacturers**

150,000 ft. 6/4 No. 2 Common & Better Beech
12,000 ft. 10/4 No. 1 Common & Better Basswood
50,000 ft. 6/4 No. 3 Common Elm

All of the above stock is nicely manufactured, being band sawed, trimmed, and well seasoned. We are prepared to quote attractive prices for this material for immediate shipment.

**BAY CITY, MICH.**

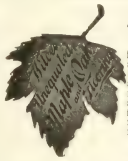
# LOUISVILLE:

## Headquarters for

# HARDWOODS

W. P. Brown & Sons Lumber Company
Stemmelen Lumber Company
(Branch Office, New Albany, Ind.)
Norman Lumber Company
(Mills at Holly Ridge, La.)
North Vernon Lumber Company
Edw. L. Davis Lumber Company
Churchill-Milton Lumber Company
The Louisville Veneer Mills
Booker-Cecil Lumber Company

J. RAYNER
VENEERED PANELS
ALL WOODS
SEND FOR STOCK LIST
MAHOGANY LUMBER
CARROLL AVE. AND SHELDON ST.
CHICAGO




A floor to adore

For thirty-three years Wilce's Hardwood Flooring has been among the foremost on the market and because it stands today "unequaled" is the best evidence that its manufaoturer has kept abreast of modern methods and the advanced demands of the trade. To convince yourself of the above statements, try our polished surface flooring, tongued and grooved, hollow backed, with matched ends and holes for blind nailing—you'll find it reduces the expense of laying and polishing.

*Our Booklet tells all about Hardwood Flooring and how to care for it—also prices—and is free.*

The T. Wilce Company
22nd and Throop Sts. CHICAGO, ILL.

CHOICE BIRCH AND MAPLE—10,500 ACRES

I offer the above tract of best quality and splendidly located timber in Ontario, ten miles from Sault Ste. Marie, Ontario, a town of 25,000 population. Will cut 90% birch and maple. Estimated by George F. Beardsley, cruiser of Grand Rapids, Mich. Location and mill site on deep water. Can ship either by water or rail. Lands in fee simple—no crown dues, no export restrictions. Close to American Soo. Easy logging. Reasonable price and terms.

**William H. Ranson,** Sault Ste Marie, **Mich.**

SAVE YOUR MONEY BY USING THE
RED BOOK Published Semi-annually in February and August

It contains a carefully prepared list of the buyers of lumber in car lots, both among the dealers and manufacturers. The book indicates their financial standing and manner of meeting obligations. Covers the **United States, Alberta, Manitoba and Saskatchewan.** The trade recognizes this book as the authority on the line it covers.

A well organized Collection Department is also operated and the same is open to you. **Write for terms.**

Lumbermen's Credit Assn., Established 1878
608 So. Dearborn St. CHICAGO *Mention This Paper* 55 John St. NEW YORK CITY

89%

**of HARDWOOD RECORD subscribers are owners of steam plants. Eighty-nine per cent are, therefore, buyers of wood-working machinery. There is little percentage of waste circulation in HARDWOOD RECORD for machinery advertisers.**

Clarence Boyle, Inc., 312 Portland Block Chicago
WHOLESALE LUMBER
*Always in the market for OAK, GUM and POPLAR*

89% of HARDWOOD RECORD subscribers are owners of steam plants. Eighty-nine per cent are, therefore, buyers of wood-working machinery. There is little percentage of waste circulation in HARDWOOD RECORD for machinery advertisers.

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Famous for Finest Type of Poplar, Oak and Chestnut.

## VESTAL LUMBER AND MANUFACTURING CO.

KNOXVILLE, TENNESSEE.

## QUARTERED WHITE OAK

OUR SPECIALTY

MANUFACTURERS OF

QUARTERED WHITE OAK, PLAIN OAK, POPLAR, WALNUT & TENNESSEE RED CEDAR LUMBER

BAND MILLS AT VESTAL, A SUBURB OF KNOXVILLE. SOUTHERN AND LOUISVILLE & NASHVILLE RAILROAD

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## J. M. LOGAN LUMBER CO.

MANUFACTURERS AND WHOLESALERS
HARDWOODS AND PINE
POPLAR A SPECIALTY

Main Office and Yards: Knoxville

Branch Office and Yard:
Bank and McLean Ave., Cincinnati I. M. ASHER, Mgr.

We Want Orders for the following Dry Stock:
WHITE OAK—Plain or Quartered.
RED OAK—Plain or Quartered.
CHESTNUT BASSWOOD
POPLAR WHITE PINE

Always carry large well assorted stock of all kinds of Hardwoods.

CAN SHIP ON SHORT NOTICE.

THE HARDWOOD RECORD is a different kind, and altogether better lumber newspaper than has hitherto been published. This is made possible by the loyal co-operation and support of the hardwood element of the lumber industry. If you are a subscriber you will agree.

## Sliced Quartered Oak

"THE VERY BEST"

FIGURED AND PLAIN

ASH, CHESTNUT, POPLAR, PINE
RED OAK, WH. OAK, WALNUT

**Knoxville Veneer Co.**

P. B. RAYMOND, General Manager, Knoxville, Tenn.

## What Veneer and Panel Consumers Will Use in 1914

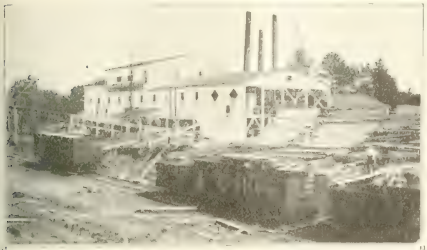
This information is shown completely in our new correction pamphlet off the press recently, which revises our veneer and panel consumers' requirements lists complete according to 1914 requirements.

The information contained is all first hand and guaranteed to be authentic. It gives all details that you want to know on which to base an intelligent quotation.

It would cost you thousands of dollars and years of work to compile the same information—we know because that is what it cost us. You can have it for 1% of its real cost.

As its best use is while it is fresh and it costs only two cents to write, drop us a line today and let us give you the details.

HARDWOOD RECORD, CHICAGO, ILL.



100M' 4/4" 1s & 2s Quartered White Oak
75M' 4/4" No. 1 Common Quartered White Oak
12M' 4/4" No. 2 Common Quartered White Oak
40M' 8/4 1s & 2s Quartered White Oak
50M' 4/4 1s & 2s Plain Red Oak
100M' 4/4 No. 1 Common Plain Red Oak
25M' 4/4 No. 2 Common Plain Red Oak
100M' 4/4 No. 1 Common Plain White Oak
25M' 4/4 No. 2 Common Plain White Oak
25M' 4/4 1s & 2s Sap Gum
50M' 4/4 No. 1 Common Sap Gum
50M' 4/4 No. 2 Common Sap Gum

BAND SAWED STOCK. DRY AND READY FOR IMMEDIATE SHIPMENT. YOUR INQUIRIES SOLICITED

**Carnahan-Allport Lumber Company**

SUCCESSORS
VARNER LAND & LUMBER COMPANY
**Geridge, Lonoke Co., Ark.**

# It Occurs Every Day

Mr. Manager:

If you are a lumberman or lumber worker you should join with your fellow employers in securing compensation insurance protection at actual cost.

REMEMBER

**The Lumbermens Mutual Casualty Company**

is a class organization. With class insurance you do not pay the other fellow's loss. You'll like our plan of

Security Safety Service Saving

Let us tell you how we can save you 50%

**LUMBERMENS MUTUAL CASUALTY COMPANY**
James S. Kemper, Mgr. Insurance Exchange, Chicago

# CINCINNATI
THE GATEWAY OF THE SOUTH

# RED GUM

Write us when you want BONE DRY stock
High Grade Fine Widths Good Lengths

**BENNETT & WITTE**
224 West Fourth St. CINCINNATI, O.

**ATTENTION, Mr. Furniture Man—**

If it is to your advantage to have stock that is
even colored, soft in texture
try a car of our Plain or Quartered Oak

25,000,000 feet of dry stock on hand at all times—cut from a tract of 95,000 acres of timber

**The Mowbray & Robinson Company**

MILLS
Quicksand, Ky.
Viper, Ky.
West Irvine, Ky.

MAIN OFFICE
CINCINNATI, OHIO

YARDS
Cincinnati, O.
Detroit, Mich.
Rochester, N. Y.
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W. E. HEYSER, President WEAVER HASS, V. President
BENJAMIN BRAMLAGE, Sec'y & Treas.

# The W. E. Heyser Lumber Company

MAIN OFFICE & YARDS
Winton Place
**Cincinnati, Ohio**

BRANCH YARDS AND MILLS
West Virginia, Mississippi, Arkansas & Kentucky

12,000,000 ft. High Grade West Virginia and Southern Hardwoods in stock at all times.

Shipments made direct from our own yards and mills in straight or mixed cars.

**SEND US YOUR INQUIRIES**

## Penrod Walnut & Veneer Co.

**Mills, Kansas City and Helena, Ark.**

Address all inquiries to

**General Offices**
**KANSAS CITY, MO.**

**Kansas City Plant**
**Exclusively**
**WALNUT**

American and Circassian Figured and Plain VENEERS and LUMBER

**Helena, Ark., Plant**
**Exclusively**
**Rotary Cut Veneers**

Oak, Ash
Red Gum, Elm
Poplar
Cypress
Yellow Pine
DRY AND FLAT
LATHES UP TO 104″

## PENROD-JURDEN-McCOWEN LUMBER COMPANY

**Band Mills & Offices: Brasfield, Ark.**

Ready for immediate shipment

RED GUM

| QUARTERED | PLAIN |
|---|---|
| 2 cars 4/4″ 1s and 2s. | 3 cars 4/4″ 1s and 2s. |
| 1 car 5/4″ 1s and 2s. | 2 cars 5/4″ 1s and 2s. |
| 1 car 6/4″ 1s and 2s. | 1 car 6/4″ 1s and 2s. |
| 2 cars 8/4″ 1s and 2s. | 3 cars 8/4″ 1s and 2s. |
| | 1 car 10/4″ 1s and 2s. |
| 3 cars 4/4″ No. 1 Com. | 3 cars 4/4″ No. 1 Com. |
| 1 car 5/4″ No. 1 Com. | 2 cars 5/4″ No. 1 Com. |
| 1 car 6/4″ No. 1 Com. | 2 cars 6/4″ No. 1 Com. |
| 2 cars 8/4″ No. 1 Com. | 3 cars 8/4″ No. 1 Com. |
| | 2 cars 10/4″ No. 1 Com. |

## The Famous Cache River Red Gum

**Band Sawn—Dry—Flat**

Plain and Quarter Sawn Red and White Oak always in stock

GOOD GRADES "STEARNS QUALITY LUDINGTON" PROMPT SERVICE

## HARDWOOD SPECIALISTS

### Service First

20,000,000 feet of dry Hardwood for immediate shipment.

We've got what you want when you want it.

OUR SPECIALTIES

**Planing Mill Work**
**Dimension Stock**
**Kiln Drying**

### Our Special Offer

10M 1x6″ FAS Basswood.
25M 1x6 to 8″, 10″ and 12″ FAS Basswood.
15M 1x12″ and wider FAS Basswood.
10M 1x8 x6″ No. 1 Com. Basswood.
20M 1x7″ and wider No. 1 Com. Basswood.
25M 1x8″ and wider No. 1 Com. Basswood.
50M 1x6″ and wider FAS Beech.
10M 1x8″ and wider No. 1 Com. Beech.
15M 5/4 No. 1 Com. and btr. Beech.
55M 1x6″ and wider No. 1 Com. Birch.
10M 8/4 No. 1 Com. and btr. Soft Gray Elm.
65M 12/4 No. 1 Com. and btr. Soft Gray Elm.
20M 16/4 No. 1 Com. and btr. Soft Gray Elm.

*Write for Bargain Prices*

The STEARNS SALT & LUMBER CO. LUDINGTON, MICH.

# NASHVILLE

## THE LOGICAL PLACE TO BUY HARDWOODS

THE following is a list of stocks offered to the consuming trade by the hardwood lumbermen of Nashville. The character of the timber from which Nashville hardwood men secure their stocks places them in a peculiarly strong position as far as quality of lumber is concerned. Nashville lumbermen have always been noted for their strict adherence to all terms of sale, and in short have an enviable reputation for making good both as to the quality of lumber and as to grading.

The members of the Nashville hardwood trade solicit your attention to these facts and an opportunity of demonstrating their truthfulness.

### MORFORD LUMBER CO.

42,000 ft. 4/4 1s & 2s Pl. Red Oak.
24,000 ft. 4/4 No. 1 Common Plain Red Oak.
12,000 ft. 5/4 1s & 2s Pl. Red Oak.
14,000 ft. 8/4 1s & 2s Pl. Red Oak.
64,000 ft. 4/4 1s & 2s Pl. Wh. Oak.
35,000 ft. 4/4 No. 1 Common Plain White Oak.
8,000 ft. 5/4 1s & 2s Pl. Wh. Oak.
4,000 ft. 5/4 No. 1 Common Plain White Oak.
15,000 ft. 4/4 1s and 2s Qtd. White Oak.
1 car of 10/4 and 12/4 No. 1 Common and Better Ash.
1 car of 5/4 No. 1 Common Poplar.
1 car of 4/4 11" and 12" Poplar Box Boards.

### BAKER, JACOBS & COMPANY

3,100 ft. 1" 1s and 2s Poplar, 24" and up.
9,500 ft. 1" 1s and 2s Poplar, 18" to 23".
15,000 ft. 1" 1s & 2s Poplar, regular.
12,000 ft. 1" Sap Poplar.
14,000 ft. 1" No. 1 Common Poplar.
16,000 ft. 5/4 No. 1 Com. Poplar.
40,000 ft. 6/4 No. 1 Com. Poplar.
16,000 ft. 8/4 1s and 2s Poplar.
60,000 ft. 1" 1s and 2s Qtd. White Oak.
20,000 ft. 1" 1s and 2s Plain White Oak.
2,400 ft. 1" 1s and 2s Qtd. White Oak, 14" and up.

### TENNESSEE OAK FLOORING CO.

FOR PROMPT SHIPMENT

5 cars 4/4 1sts and 2nds Plain White Oak.
5 cars 4/4 1sts and 2nds Plain Red Oak.
1 car 4/4 1sts and 2nds Quartered White Oak.
1 car 4/4 1sts and 2nds Red Gum.
3 cars 4/4 No. 1 Common Red Gum.
2 cars 4/4 13" to 17" Gum Box Boards.
4 cars 4/4 Log Run Tupelo Gum.
1 car 4/4 No. 2 Common Gum.

### THE DAVIDSON, HICKS & GREENE COMPANY

40,000 ft. 4/4 1s and 2s Plain White Oak
20,000 ft. 5/4 1s and 2s Plain Red Oak
15,000 ft. 5/4 No. 1 Plain Red Oak
50,000 ft. 4/4 1s and 2s Chestnut
25,000 ft. 6/4 1s and 2s Chestnut
30,000 ft. 4/4 No. 1 Common Chestnut
40,000 ft. 5/4 No. 1 Common Chestnut
12,000 ft. 8/4 No. 1 Common Chestnut
15,000 ft. 5/8 1s and 2s Poplar, 7" and up
30,000 ft. 4/4 1s and 2s Poplar, 7" and up
15,000 ft. 5/4 1s and 2s Poplar, 7" and up
20,000 ft. 6/4 1s and 2s Poplar, 7" and up
12,000 ft. 5/4 Sap Poplar, 5" and up
13,000 ft. 6/4 Sap Poplar, 5" and up
40,000 ft. 5/4 No. 1 Common Poplar, 5" and up
30,000 ft. 6/4 No. 1 Common Poplar, 5" and up

### NASHVILLE HARDWOOD FLOORING CO.

***A few items we are very anxious to to move at very low prices.***

OAK FLOORING

60,000' 3/8"x1½" Clear Plain White
150,000' 3/8"x2" Clear Plain White
200,000' 13-16" x 2¼" Clear Plain White
40,000' 3/8"x1½" Clear Plain Red
200,000' 3/8"x2" Clear Plain Red
200,000' 13-16" x 2¼" Clear Plain Red
70,000' 13-16" x 2¼" Clear Qtd. White
15,000' ½"x2" Clear Qtd. Red
30,000' 5/8"x2½" Clear Qtd. Red
20,000' 13-16" x 2¼" Sap Clear Qtd. White

### FARRIS HARDWOOD LUMBER CO.

1 car 5/4 No. 2 Common Quartered White Oak
1 car 6/4 No. 2 Common Quartered White Oak
1 car 4/4 1s and 2s Poplar
10 cars 4/4 No. 1 Common Poplar
1 car 4/4 Sap and Select Poplar
1 car 4/4 No. 1 Common and Better Quartered Sycamore
1 car 4/4 No. 1 Common and Better Plain Sycamore

### JOHN B. RANSOM & CO.

SPECIAL LOT OF STOCK

100 M' 4/4 1s and 2s Plain White Oak
150 M' 4/4 No. 1 Common Plain White Oak
50 M' 4/4 No. 2 Common Plain White Oak
100 M' 4/4 No. 1 Common Plain Red Oak
50 M' 4/4 No. 2 Common Plain Red Oak
50 M' 4/4 No. 1 Common Qtd. White Oak
20 M' 12/4 1s and 2s Qtd. White Oak
5 M' 12/4 No. 1 Common Qtd. White Oak

# THE SOUTH

PROMINENT SOUTHERN MANUFACTURERS

## Band Sawn Hardwoods

*WE PRODUCE OUR OWN STOCKS*

**Our Specialties:**

Cottonwood— Oak Three Ply Red
Red and Sap Gum Plain and Quartered Red and White Gum Panels

**A Few Items We Want To Move**

4 Cars 4/4" 1st and 2nds Red Gum
8 Cars 4/4" No. 1 Common Red Gum
5 Cars 6/4" 1st and 2nds Sap Gum
4 Cars 4/4" Select Yellow Cypress
5 Cars 4/4" No. 1 Shop Yellow Cypress
9 Cars 4/4" x 13" to 17" 1st and 2nds Cottonwood
8 Cars 4/4" x 6" to 12" 1st and 2nds Cottonwood
7 Cars 5/4" x 6" to 12" 1st and 2nds Cottonwood
11 Cars 4/4" x 13" to 17" Box Board Cottonwood
5 Cars 4/4" x 11" & 12" Box Board Cottonwood
4 Cars 4/4" x 9" to 12" Box Board Cottonwood
2 Cars ½" No. 1 Common Quartered White Oak
10 Cars 6/4" Log Run Soft Maple
7 Cars 4/4" 1st and 2nds Plain Red Oak

**WRITE US FOR PRICES**

**ANDERSON-TULLY COMPANY, Memphis, Tenn.**
BOX SHOOKS and VENEERS

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New Orleans Office, 406 Whitney-Central Bldg.
H. J. GLAESER
Representative in United States

## J. F. Müller & Sohn

WOOD BROKERS

Selling Agents for Hardwood Logs and Lumber

Hamburg, Germany

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## N. A. WEBSTER

Manufacturers and Wholesalers
**Yellow Pine and Southern Hardwoods**
OAK, ASH, HICKORY, GUM, CYPRESS, TIES, PILING
**TEXARKANA, ARK.—TEX.**

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TWO SPECIALTIES
FINELY FIGURED QUARTERED RED GUM FOR MAHOGANY OR CIRCASSIAN FINISH AND
FINELY FIGURED EVEN COLOR QUARTER-SAWN WHITE OAK
Write for our booklet how to take care of gum to obtain best results as cabinet wood
G. H. EVANS LUMBER COMPANY, Chattanooga, Tennessee

---

## Wistar, Underhill & Nixon

PHILADELPHIA

**CHOICE HARDWOODS**

POPLAR, OAK, CHESTNUT, MAPLE, GUM
And Others

QUARTERED OAK SPECIALTIES

SAW AND PLANING MILL
Sumter, S. C.

YARDS
Nashville, Tenn., And Buena Vista, Va.

---

## Salt Lick Lumber Co.

SALT LICK . . . KENTUCKY

MANUFACTURERS OF

Eureka OAK FLOORING

**Complete stock of 3/8" and 13/16" in all standard widths**

---

## Carolina Spruce Company

OFFERS FOR SALE

Two cars 8 4 common and better Basswood
One car 4/4 1st and 2nd Basswood
Three cars 4/4 No. 2 common Basswood
Two cars 4/4 No. 3 common Basswood
Two cars 5/4 common and better Chestnut
Three cars 8/4 common and better Chestnut
Three cars 8/4 common and better Red Oak
Four cars 4/4 common and better Red Oak
Two cars 4/4 No. 2 common Red Oak

BAND SAWN STOCK

Mills: Pensacola, N. C. Capacity, 90,000 ft. per day

Charles K. Parry & Co. Sole Selling Agents Land Title Building Philadelphia

---

TO CONSUMERS COTTONWOOD
WE OFFER

3 cars 4-4 9" to 12" Boxboards
3 cars 4-4 6" to 12" 1s and 2s
2 cars 4-4 16" and wider 1s & 2s
10 cars 4-4 No. 1 and No. 2 Com.

**The Johnson-Tustin Lumber Company**
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SEDRO-WOOLLEY, WASHINGTON

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|---|---|---|---|
| 44,000′ | 5/8″ | 38,000′ | 5/8″ |
| 62,000′ | 3/4″ | 77,000′ | 3/4″ |
| 85,000′ | 4/4″ | 174,000′ | 4/4″ |
| 36,000′ | 5/4″ | 38,000′ | 5/4″ |
| 24,000′ | 6/4″ | 29,000′ | 6/4″ |
| 22,000′ | 8/4″ | 12,000′ | 8/4″ |
| 8,000′ | 10/4″ | 10,000′ | 10/4″ |

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| | | | |
|---|---|---|---|
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| 50,000′ | 3/8″ No. 1 Com. | 32,000′ | 5/4″ No. 1 Com. |
| 130,000′ | 1/2″ 1st and 2nds | 29,000′ | 6/4″1st and 2nds |
| 60,000′ | 1/2″ No. 1 Com. | 32,000′ | 6/4″ No. 1 Com. |
| 180,000′ | 5/8″ 1st and 2nds | 14,000′ | 8/4″ 1st and 2nds |
| 110,000′ | 5/8″ No. 1 Com. | 22,000′ | 8/4″ No. 1 Com. |
| 160,000′ | 3/4″ 1st and 2nds | 6,000′ | 10/4″ 1st and 2nds |
| 110,000′ | 3/4″ No. 1 Com. | 7,000′ | 10/4″ No. 1 Com. |
| 54,000′ | 4/4″ 1st and 2nds | 13,000′ | 12/4″ 1st and 2nds |
| 169,000′ | 4/4″ No. 1 Com. | 8,000′ | 12/4″ No. 1 Com. |

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and
SAWN WALNUT VENEERS

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**1ST AND 2NDS WALNUT**

| | |
|---|---|
| 2,500′ | 5/8″ |
| 17,500′ | 3/4″ |
| 11,700′ | 4/4″ |
| 12,500′ | 5/4″ |
| 9,700′ | 6/4″ |
| 16,200′ | 8/4″ |
| 7,000′ | 10/4″ |
| 9,500′ | 12/4″ |
| 2,300′ | 16/4″ |

**NO. 1 COMMON WALNUT**

| | |
|---|---|
| 5,000′ | 3/4″ |
| 23,500′ | 4/4″ |
| 6,700′ | 5/4″ |
| 5,000′ | 6/4″ |
| 8,000′ | 8/4″ |
| 1,500′ | 10/4″ |
| 700′ | 12/4″ |

5/8″ Special Clear..48,000′
3/4″ to 4″ thick, fine Figured Boards, Panels and Plank..15,000′
Special Heavy Plank, 4″ to 6″ thick.... 8,000′
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All stock band sawn, equalized and dry. Prompt shipments.

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**1ST AND 2NDS WALNUT**

| | |
|---|---|
| 30,000′ | 3/8″ |
| 100,000′ | 1/2″ |
| 150,000′ | 5/8″ |
| 119,000′ | 3/4″ |
| 75,000′ | 4/4″ |
| 60,000′ | 5/4″ |
| 32,000′ | 6/4″ |
| 33,000′ | 8/4″ |
| 16,000′ | 10/4″ & up |

**NO. 1 COMMON WALNUT**

| | |
|---|---|
| 14,000′ | 3/8″ |
| 20,000′ | 1/2″ |
| 80,000′ | 5/8″ |
| 50,000′ | 3/4″ |
| 10,000′ | 4/4″ |
| 24,000′ | 5/4″ |
| 29,000′ | 6/4″ |
| 50,000′ | 8/4″ |
| 1,000′ | 10/4″ & up |

**NO. 2 COMMON WALNUT**

| | |
|---|---|
| 15,000′ | 4/4″ |
| 24,000′ | 5 & 6/4″ |
| 4,000′ | 10/4″ & up |

Dry Stock, Ready for Shipment

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FIGURED WALNUT LOGS
FIGURED WALNUT BUTTS

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**1ST AND 2NDS BLACK WALNUT**

| | |
|---|---|
| 46,000′ | 1/2″ |
| 82,000′ | 5/8″ |
| 120,000′ | 3/4″ |
| 189,000′ | 4/4″ |
| 46,000′ | 5/4″ |
| 72,000′ | 6/4″ |
| 53,000′ | 8/4″ |
| 11,000′ | 9/4″ |
| 14,000′ | 10/4″ |
| 16,000′ | 12/4″ |
| 7,000′ | 16/4″ |

**NO. 1 COMMON BLACK WALNUT**

| | |
|---|---|
| 380,000′ | 4/4″ |
| 210,000′ | 5/4″ |
| 80,000′ | 6/4″ |
| 78,000′ | 8/4″ |

**NO. 2 COMMON BLACK WALNUT**

| | |
|---|---|
| 520,000′ | 4/4″ |
| 120,000′ | 5/4″ |
| 60,000′ | 6/4″ |
| 84,000′ | 8/4″ |
| 8,000′ | 12/4″ |

**PICKREL WALNUT COMPANY**
**St. Louis, Missouri**
**WALNUT**

| 1st and 2nds | | | |
|---|---|---|---|
| 20,000′ | 5/8″ | 80,000′ | 4/4″ |
| 15,000′ | 3/4″ | 12,000′ | 5/4″ |
| 100,000′ | 4/4″ | 11,000′ | 6/4″ |
| 20,000′ | 5/4″ | 180,000′ | 8/4″ |
| 30,000′ | 6/4″ | 8,000′ | 10/4″ |
| 22,000′ | 8/4″ | 6,000′ | 12/4″ |
| 10,000′ | 10/4″ | | |
| 8,000′ | 12/4″ | | |

| No. 1 Common | | No. 2 Common | |
|---|---|---|---|
| 20,000′ | 5/8″ | 50,000′ | 4/4″ |
| 15,000′ | 3/4″ | 12,000′ | 5/4″ |
| | | 13,000′ | 6/4″ |
| | | 12,000′ | 8/4″ |

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|---|---|---|---|
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| 10 M 2" 22 to 25 1st and 2nd Poplar | | 6 M 2½" 26 and up 1st and 2nd Poplar | |
| 3 M 2" 26 and up 1st and 2nd Poplar | | 10 M 3" 6 to 17 1st and 2nd Poplar | |
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Entered as second-class matter May 26, 1902, at the postoffice at Chicago, Ill., under act of March 3, 1879.



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# Hardwood Record

Published in the Interest of the American Hardwood Forests, the Products thereof, and Logging, Saw Mill and Wood-Working Machinery, on the 10th and 25th of each Month, by

THE HARDWOOD COMPANY

Edgar H. Defebaugh, President
Edwin W. Meeker, Managing Editor
Hu Maxwell, Technical Editor

Entire Seventh Floor Ellsworth Building
537 So. Dearborn Street, CHICAGO
Telephones: Harrison 8086-8087-8088

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BOTANICAL
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Vol. XXXVIII CHICAGO, JUNE 25, 1914 No. 5

## *Review and Outlook*

### General Market Conditions

DURING THE LAST WEEK or ten days there has been a distinct but conservative upper tendency in the general hardwood lumber market. This tendency to greater activity has been more apparent in the middle-western states than in the East and it is true it has been spotty, but nevertheless it can be said that the middle-western markets all the way from northern-most points to Memphis have been favored with a greater number of inquiries and a noticeable stimulation in actual hardwood sales.

It is difficult to explain satisfactorily this development, for most of the orders are not of a contract character but designed merely to take care of the actual requirements of consumers. It may be this results from a considerable number of consuming factories simultaneously reaching the point where they actually were compelled to buy lumber, and it seems rather probable that this increase in inquiries results more from this coincident condition than it does from any change of policy regarding buying on the part of the hardwood consuming trade.

Nevertheless the improved aspect is an apparent factor and is welcomed by the hardwood trade. HARDWOOD RECORD, however, would not want to commit itself regarding this development as an indication that there will be a really improved opening up of hardwood demand until the fall months, for, as stated, it seems likely that this stimulated condition follows from the reasons above noted.

It may be, however, that the recent decision which was more or less favorable to the railroads, regarding their request for a five per cent increase, is having some effect upon the general situation. This hardly seems probable as yet.

As stated, this condition is much more apparent in the Middle West than in the East, although even in that section, which is distinctly quiet, there is a spotty report of the same nature. It is an entirely logical deduction that it will eventually be felt in the eastern states, and if it is it will be bound to have its effect upon the volume of sales of hardwood lumber. However, as the domestic market now stands, the hardwood demand continues to be spotty and the increase in inquiries is along the same lines as have been previous inquiries; that is, for relatively small orders in greater numbers which, however, if coming at frequent enough intervals, will result in a considerably increased volume. In the meantime, of course, the actual cost of securing business is greater than it has been for some little time.

Regarding the eastern situation, hardwood men in those centers are affected very considerably by continued depression in the export business. Report on May shipments shows that trade in that month is very much off figures for May of a year ago, although there is a favorable indication seen in the fact that May exports were slightly over the exports for April. However, the condition abroad seems to be unfavorable, but hardwood exporters are expressing themselves as believing that the situation has reached its lowest ebb and that the next change will be a favorable one.

Generally speaking, with the exception of a slight depression in oak and a continued feeling of betterment in the gum situation, the developments as regards the various members of the hardwood family are about the same as formerly. There does not seem to be any logical reason why the relative condition should alter materially in the next few months and it is not at all likely that this change will come to pass.

A gratifying feature of the situation is the continued maintenance of a reasonably fair level of prices, though, of course, the market level is not what it was hoped it would be at this time of the year. Still, considering the actual condition of demand, hardwood lumbermen should not feel unduly discouraged regarding prices they are getting for their stock.

With a considerable number of mills in the various hardwood producing sections shut down for substantial periods of time, with the present healthy condition of stocks, there not being any remarkable accumulation at any point, and with the entire probability that actual demand for hardwood lumber will be considerably augmented in the fall months, the indications are that when the stimulus comes hardwood values will be very materially strengthened.

### The Convention

THE FEATURE which stands out more prominently than all others in mentally reverting back to the National Hardwood Lumber Association convention at Buffalo last week is the real earnest and enthusiastic spirit which prevailed both in the convention sessions and in the gatherings in the lobby of the hotel between and after sessions. While the actual attendance at the convention was for various reasons not so great as has been the attendance at other similar affairs in the past, the close interest with which the participants in the convention sessions followed the developments was quite unusual. This attendance was chiefly remarkable for its consistent staying at the proceedings until the various sessions were completed. In no session was there any marked vacancy in the convention hall and as a result the impressions gained during this convention will unquestionably be more marked than those gained at almost any previous national convention of this body.

Aside from the unsurpassed social features offered by the association as a body and by the Buffalo lumbermen as hosts, the distinct development was the report of the grading rules committee which showed no change except from the installation of three rules, which

[illegible] without [illegible].

[illegible] Chamber of Commerce of the United States of America [illegible]

[illegible] friendly scrap for the office of president was denied the attendants, [illegible] organization during the year has secured the services of a man whose accomplishments and ability are so widely known that his mere ac- [illegible] siderable prestige.

Everybody who was fortunate enough to take advantage of the elaborate entertainment plans worked out by the Buffalo lumbermen will [illegible] evidently put on their mettle by the selection of their city for two consecutive national lumber association conventions have certainly demonstrated that the choice of their city was an entirely worthy one.

## More Regarding the Grading Controversy

IN AN EDITORIAL appearing in an issue of a month ago Hardwood Record endeavored to outline without going into burdensome details the actual status of what seemed to be a more or less one-sided controversy between the hardwood handler and hardwood consumer regarding the agitation on the part of the latter faction to favor 1912 grade rules of the National Hardwood Lumber Association in place of the rules of 1913 as adopted last June. Hardwood Record hoped to state its opinion of the proposition, knowing that the suggestions made were based on facts. It seems, however, that certain men prominently connected with consuming interests and active in the grade rules agitation have taken exception to the statements made in that editorial. They have specifically requested that what they maintain as their side of the controversy be given publicity in the pages of Hardwood Record. In the same communication these men take exception to statements made in the editorial referred to, but Hardwood Record believes that they are not fully informed as to the actual facts governing the case and offers specific and absolutely authentic proof of the genuineness of the conditions outlined in previous editorials.

Inasmuch as these proofs are mere matters of record they outline the status of the controversy as it actually is. This story appears on another page of this issue.

## Advance in Railroad Rates

IT IS SAID on what seems to be good authority that the Interstate Commerce Commission will not make official announcement of its decision in the railroad rate case until late in July. Meanwhile a preliminary, unofficial report, or the substance of such a report, has found its way to the public, presumably with the knowledge and consent of the commission. It purports to outline what the decision will be and to give a number of reasons for the decision.

According to this announcement the roads will not be granted the flat five percent increase in rates for which they asked, but they will be allowed to increase rates from one to five percent where the increase is needed and justified. A flat increase would benefit roads which are not in need of it as well as those which are, and at the same time the burden of paying the advance would fall as heavily upon shippers poorly able to bear it as upon those amply able.

The increase as announced will be graduated. It will be placed on commodities which can bear it, and it will go to roads which ought to have it. Some roads, it is claimed, do not need an advance and ought not have it, while others must have more money in order to carry on business.

A stupendous task awaits those who must supervise the work of increasing the rates. Thousands of commodities must be considered, and each is a problem in itself. Not only will articles be considered [illegible] also. The relief of the shipper must be thought of as well as the relief of the carrier.

The commission is firmly convinced that the railroads of the country were in a conspiracy to secure an advance in rates; but the [illegible] advance they would accomplish part of their purpose anyway. That purpose, according to the published forecast of the decision, was three or four fold. The principal object was to secure the increase. Failing in that, they hoped to so impress the public with their poverty that fewer requests for reduced rates would be made; fewer claims for losses and damages would be filed; and less sympathy would be shown by the public for strikers when they demanded increases in wages.

## Native Woods in Furniture

THE REVIEWERS OF FURNITURE STYLES and tendencies are now predicting a much more extensive use of native woods in furniture because of the pretty general tendency toward the brown tones. This comes according to these predictions as a part of the high favor now being found for black walnut, Circassian walnut, and gum, which woods in their natural colors run to varying shades of brown. Meantime the brown stains in oak are quite popular and the general tendency is toward colors and tones for which native woods seem better adapted than some of the imported woods.

This is about the best news that could come from the furniture trade to the hardwood lumber industry. Furniture manufacturers of late have been falling far short of what the hardwood fraternity feels they ought to have been doing in the way of native lumber consumption. Part of this is because the furniture trade has been a little slow, but it is evident that part of the drag in the furniture lumber market has been due to an extensive use of imported woods and not enough interest in exploitation of native hardwoods in good furniture.

At the furniture expositions mahogany has been strongly in evidence, and this with other imported woods has made up too high a percentage of the good furniture exhibited for the welfare of the market in native woods. One of the best things, therefore, that could happen to the hardwood industry would be for the furniture manufacturers of the country to turn more interested attention to the use of oak, birch, maple, and gum in furniture manufacture.

If the brown tone era in woodwork is going to help this along we are naturally for the brown tone. This tendency, however, might well include most of our native woods in their natural color and with only enough in the way of staining and treating to equalize or harmonize the tone. Yellow birch has much beauty in its natural color, and this goes well, too, in association with brown tints. Gum has its natural brown, and oak both plain and quartered in natural or near natural finish goes well with it. The main thing, however, is to get the interest revived in native woods. If the furniture manufacturers and dealers prefer the brown stains, the native woods will take them as well as any other, and if it leads to a proper appreciation of our hardwoods in their natural finish so much the better. Native woods have been more or less neglected in fine furniture the past few years and it is high time we had a revival and an era of more favor for native woods. It will be good for the hardwood lumber market and should prove good for furniture manufacturers and users also.

## The Sawmill and Its Customers

IN A RECENT ADDRESS before the National Lumber Manufacturers' Association in Chicago, Howard F. Weiss, director of the government timber laboratory at Madison, Wis., offered the suggestion that the sawmill, and particularly the hardwood mill, would do well to study more closely the needs of its customers and cater to them. It might do this to the extent of cutting sizes which they can use to advantage; and in grading they might have special consideration for the purposes for which the lumber is to be used. By doing so, a considerable loss due to waste might be eliminated.

This brings up the general question: How far can the sawmill go in cutting sizes which are out of the ordinary? How far is it profitable to carry the manufacturing process toward the completion of

the article? Can the sawmill enlarge its scope and become a dimension mill, by cutting sizes and shapes which are not carried in the general stock?

The problem is an interesting one, but its solution must be worked out to conform to individual circumstances. Some mills might advantageously work in that direction, while others cannot do so. A mill with large orders for special sizes can afford to cut them, but it is apparent that a mill without such orders would be unwisely managed if it should produce stock of that kind and throw it on the market or pile it in the yard and wait for customers to ask for it.

Cases might readily arise where a sawmill could afford to cut special sizes for a customer, and the customer would be benefited also. Take, for instance, a manufacturer whose product is office supplies, such as filing cabinets and labor-saving devices. A large factory of that kind may use more than a million feet of hardwoods a year; and an examination of the cutting bills, in a particular case, reveals the fact that he uses eighty-five sizes, ranging in length from fifty-two inches down to eight, and in width from seven inches down to one and five-sixteenths. Thicknesses range from two inches to less than one-half. The year's stock represents, say, about two million individual pieces.

If a single sawmill should receive the order for that bill of material, it would be worth while to bring in from the woods many short logs to fill it. Such logs could not be used by the mill which cuts the usual lengths of stock only. In England some of the sawmills specialize in short lumber, much as a chair-stock mill does in this country. Clear lengths of trunk, between large knots, crooks, or other defects, are cut out and converted into lumber of small sizes. This is not usually done by sawmills in this country, because it has not been considered profitable to work out small dimensions.

Grading lumber for particular purposes is liable to encounter many obstacles. There are cases, however, where it would be practicable and profitable to do so. A manufacturer might buy boards which meet the requirements of the usual inspection, yet are unsuitable for the purpose for which they are bought, as when the grain is twisted when nothing but straight grain will answer for the use intended.

Unquestionably the tendency is toward closer utilization of forest material; and in working toward that end, the better the co-operation between the mill that cuts the lumber and the factory which uses it, the more profit and less waste for all concerned.

## The Wooden Passenger Car and the Farm

THE RAILROADS HAVE COLLECTED and published statistics which throw light on the wooden passenger car situation. There has been much said, in the way of guessing concerning the inroads made by steel upon the car industry; but the exact state of affairs was not accurately known, even to the railroad managers until recently. Early in the present year the roads made an investigation which covered practically the whole of the United States. On January 1, 1914, there were 3,144 passenger cars being built in this country, of which fifteen were of wood, and only two of the fifteen were intended to carry passengers, the remainder being for express, baggage, mail, and other purposes. From January 1, 1912, to January 1, 1914, the number of wooden passenger cars retired from service was 3,566.

The handwriting seems to be on the wall. Whether or not the wooden car ought to go, it is going. Apparently the most potent factor in speeding its departure is the steel industry. Many of the charges attacking the wooden passenger car on the ground that it is less satisfactory than the steel car, are unfounded; nevertheless, the charges have produced results. The public has been influenced if not prejudiced against the wooden car, and this fact has been taken advantage of by the agitators to push the steel car forward. The congressional calendar at Washington is loaded with proposed laws for retiring the wooden passenger car. There are always men ready to take advantage of what appears to be a popular tide, and this is doubtless responsible for some of the measures introduced in Congress for the purpose of retiring the passenger cars which are not chiefly of steel.

Lumbermen have not yet been so hard hit as some suppose. The 3,566 cars retired from service in two years do not represent more than 30,000,000 feet of lumber. One good mill will cut that in a year. Of course, it is commendable in lumbermen to want to hold all the business they can, but they can easily make good many times what they stand to lose to steel passenger cars by pushing out to the farms. There are 7,000,000 farms in the United States. Immense possibilities for increasing sales of lumber lie in that direction. Farmers are making money and are not averse to spending some of it for farm improvements. They understand that silos, sheds, barns, fences, and better residences are desirable, and farmers are not hostile to wood as a building material. If one farm in five can be induced to increase its use of lumber by only one thousand feet a year, it will mean more to lumbermen than all the car building in the United States.

If lumbermen have lost the passenger car business, they can doubtless more than make that loss good by turning to farmers in a single state like Illinois. There is as much lumber in a shed and a silo as in a passenger car, and the markets are all over the country, not in certain manufacturing centers only, as in car building.

## A Lesson from Africa

AFRICA, which has long been known as the "Dark Continent," is the last place where one would naturally look for a lesson in practical forestry. The fact should be borne in mind, however, that the continent is not so dark as it once was, and is not dark in all parts alike.

In certain portions of the great forest belt, stretching five thousand miles along the west coast, following the inequalities of the shore, the cutting of mahogany is an important industry. Natives do most of the work, under direct or indirect supervision of white men. The mahogany trees are usually scattered through the forests, from one hundred yards to half a mile apart, varying greatly in different regions of the long line of coast. In certain districts, no mahogany tree less than three feet in diameter, ten feet from the ground, is permitted to be cut. Many of the trees are enormous, running from six to ten and in extreme cases, twelve feet in diameter, measured above the swelled base, ten feet or more from the ground.

When such a tree is felled, and the necessary swamping is done to clear away the underbrush so that the trunk may be cut into logs and hauled away, the result is a very large opening in the tropical forest. Sprouts, vines, and weeds soon spring up in dense jungles, if left to nature's course; but here is where methods are adopted which serve as lessons for more highly civilized countries than the forests of West Africa. It is required, by law and custom, that twenty-five small mahogany trees be planted in the vacant space caused by the felling and conversion of the giant tree. Not only must they be planted, but they must be protected and kept growing for two years. This regulation is rigidly enforced. After two years, the young mahoganies are left to make their own fight. By that time they have gained such a start that it can be reasonably expected that two or three of them at least will ultimately reach maturity, some centuries hence.

The example can be followed in America without putting seedlings exactly where the old trunks are felled. That would be a waste of time and a dissipation of effort, but the planting might be done elsewhere, the main purpose being to have young trees growing to make up for those which are cut for lumber. There is one adverse condition in most of the forests of this country which the Africans do not have to contend with in most of their mahogany forests. That is five. Their woods are too wet to burn, and the principal danger which a seedling tree has to face there is the crowding by its associates. If it survives that, it is reasonably sure to become a large tree sometime in the future.

In the United States it is generally not so much the actual planting of young trees as their subsequent protection that counts. In this country nature usually does plenty of planting, but fires speedily undo the work. Two years of protection, like they give in Africa, would not be sufficient here. The protection must be perpetual to be effective.

# Regarding the Grade Agitation

[illegible] actively interested in the grading rules proposition and in the formation of the recently organized furniture federation, and also excerpts from the address on grading rules delivered before the furniture [illegible]

The letter referred to was written in an effort to refute a statement contained in our editorial of May 25, in which HARDWOOD RECORD maintained that the consumers had not shown the proper spirit in the controversy; had not made proper efforts to get together with the promulgators of the National hardwood rules, and are not now showing the right attitude in attempting to force the issue, simply because of unfavorable circumstances in the lumber business. The letter follows:

[illegible] under the title "Regarding the Furniture Federation," that as secretary [illegible] hardly let pass.

Before our late friend Gibson's death, I was for several years in [illegible] ready to stand squarely on all matters as he saw them. I believe that it is your present purpose to do so, and therefore feel free to address you in criticism on above mentioned article.

You state, in re the late federation meeting, "It was frankly suggested that the real purpose of the meeting was to force the hand of the National Hardwood Lumber Association."

This surely will sound like "startling news." A sort of a Chicago American headline, and has as much truth in it as the said paper's recent article in three-inch headlines that fourteen Chicago firemen were killed at that West Madison street fire, where none was killed.

For your information let me say emphatically that that was not the real purpose of said meeting, but was merely a question incidental to a meeting of manufacturers of all lines of furniture and users of hardwoods.

The real purpose was "to consider the efforts and effectiveness of the work being done by individual association of different lines of furniture and to show the advantages of a federated movement."

Incidentally to this effort was this subject of 1912 and 1913 grades rules included, since all these (some 400) were virtually interested as [illegible]

You further say that "the consumers have not shown the proper spirit in working out this question." You also say that, as is the present tendency, a spirit of arbitration and compromise ought to have been exhibited by said consumers. That fact did not, as you point to the statement that consumers held they were barred from consultation in making up the 1913 rules, and that this was absolutely false, but rather that they failed to take advantage of invitation to participate.

I think I am correct when I say that your files of last summer and the records of the grading committee, as well as the National Hardwood Lumber Association secretary, disprove this. A petition was last year filed by this office with above, just prior to the Milwaukee meeting, where these 1913 rules were to be considered. To my knowledge in the neighborhood of from 500 to 600 printed forms of protest were also filed by various consumers with Mr. Fish. Though we looked for reference to these protests in the proceedings of said meeting, we found none, and in fact we were told that the convention never heard of them.

Further, a committee of consumers requested a hearing on the subject, but we are advised that they were refused "through parliamentary objection."

Would this imply that the consumers "did not exhibit a spirit of consideration or desire to take it up with the lumber producer"?

You further state, "as further evidence indicating lack of desire to get together, the officers of the National Hardwood Lumber Association were not invited to attend the federation meeting, and the secretary was even debarred from the privileges of the floor."

Sure, this is true, for contrary to your statement, the consideration of this question was not the issue or purpose of said meeting. Its purpose was as stated, and the program precluded the consideration or lengthy discussion of any one subject. This grade question could well take a full half or in fact a whole day, but as it was only an incidental question on said program, it was given but an allotment of time sufficient to make the statement that was made. To have permitted discussion by consumers or the respected lumber secretary would have defeated the [illegible] time for that program.

You may say that this would point with ridiculous reflection on the action taken, without due consideration. That might be so were it not that practically every one of the fourteen furniture associations had individually discussed the subject of these 1913 rules pro and con and they were practically united on a common sentiment, as was clearly demonstrated by the action of the federated meeting. There was no need of further discussion.

As to inviting the lumbermen in for discussion, even though there had been time, why should it have been necessary? The lumbermen, in the face of over 500 or 600 protests and an appeal by a committee, saw fit to attempt to enforce the new rules, so was it not proper for them, the consumers, to go ahead independently?

The fact is that consumers demand that if lumbermen need higher prices, as they have stated repeatedly, they want them to change their prices, but not constantly tinker with the rules, which makes it hard for them to keep posted on them. The 1913 rules were purported to have been drafted because of the condition of the product. Be this as it may, the consumers testify that it had the effect of greatly enhancing the price, and since Uncle Sam prohibits agreement on the latter, to summarily so arrange the rules to bring the same effect, gives consumers a just cause for action.

In the face of this position of the consumer on this question do you believe that your editorial was just?

You having given publicity to your beforementioned opinion on behalf of the associated consumers, I beg to request your publicity to this, their position on the subject.

The following is the address on lumber grading delivered before the furniture federation meeting at Chicago on May 14:

In discussing lumber grading rules, it will probably be well to give a short history of the reason for the protests against the 1913 rules of the National Hardwood Lumber Association.

About a year ago a dozen large consumers of hardwood lumber protested against the changes that the lumber association proposed to make in its 1912 rules, at its 1913 June meeting. A fair analysis of what these changes meant to the consumer of lumber was gotten out in pamphlet form, and a copy of it was sent to practically every manufacturer using hardwood lumber east of the Rocky Mountains.

Something over six hundred protests from lumber consumers were filed with the lumber association, protesting against any further change in the rules of grading. So far as the committee having this in charge could see, from the treatment accorded them, these numerous protests were ignored. The committee was never given an opportunity to be heard. No mention was ever made of the protests, by the secretary or the officers, to the delegates of that convention. The delegates went home believing that the people who paid them for lumber were satisfied, while the officers of the association knew that practically every consumer was dissatisfied.

The committee, of which the writer is one, at once took up the matter of the inspection rules with different furniture manufacturing organizations, and at least nine of them have passed resolutions condemning the 1913 rules of the lumber association and have agreed to buy only under the 1912 rules, and right here I want to say, we have no trouble whatever getting all the lumber we want.

So strong has become this protest that the officers of the National Hardwood Lumber Association are now alarmed and have issued a bulletin urging their manufacturers to be loyal and stand fast to the 1913 rules, and denounced as "perniciously active" a small bunch of manufacturers, who are "disgruntled and who for selfish purposes are fighting the 1913 rules."

### FEW FURNITURE MANUFACTURERS INSPECT LUMBER

By constantly changing the rules the lumber consumers' inspector is confused and takes on poorer lumber than he should accept. Very few furniture manufacturers are qualified to inspect lumber under the National Hardwood Lumber Association rules. I make no claim whatsoever, myself, as being proficient in that direction. It is a profession of itself, and it is no discredit to any of us that we have to depend on the knowledge of others in inspecting our lumber.

In the 1912 rules the smallest board in No. 1 common, in oak, must be four inches wide and six and seven feet long, and must be clear. Under the 1913 rules it must be four inches wide and four and five feet long, and must be clear. The rules have shortened up the size of the board two feet, or about 30 per cent.

Under the 1912 rules, firsts must be eight inches wide and ten feet long, and full width. Under the 1913 rules, they may be six inches wide and eight feet long and 10 per cent of them may be one-quarter of an inch scant in width to take care of the sawmill man's negligence in sawing. This is a reduction of 20 per cent in length and 25 per cent in width. Where long clear cuttings are necessary, it is needless to tell a furniture manufacturer what a great reduction in the value of the grade this reduction in length and width makes.

Another board on the chart shows a piece of lumber eight inches wide and fourteen feet long. This board, under the 1912 rules, was No. 2 common, because 66 2-3 per cent cutting could not be gotten out of it in three cutting, as required by the rules, to make it a No. 1 common. Under the 1913 rules, four cuttings, if necessary, must be made to get 66 2-3 per cent of the face of the board, making this board a No. 1 common. By merely changing the rules, the association adds $10 or $12 to the selling price of this board without adding anything to its cutting value.

The next board is seven inches wide and fourteen feet long. It contains two knots of one and one-quarter inches in diameter. Now, under the 1912 rules, this board was a No. 1 common because it was less than eight inches wide, which was the width for it to go into second clear. By slightly changing the rules, a second clear board was allowed to be six inches wide. This board, by mere clerical work, jumped from No. 1 common to No. 2 clear and had $20 added to its selling price, though nothing had been added to its factory value.

One mill using a large quantity of lumber figures out that the changes in the 1912 rules make a flat reduction of 7 per cent in the value. An Oshkosh concern had a car of No. 1 common oak, scaled by a National inspector, under the 1912 rules. A few days later they had it scaled under the 1913 rules by a National inspector, and a certificate was issued by both inspectors. The value of the lumber was changed $4.26 per thousand feet, being worth that much less under the 1913 inspection than under the 1912 inspection—a difference of over $70 in a car of 17,000 feet.

RICH AND LEAN GRADES OF LUMBER

Any one who keeps a cost system in their factory will know that the waste in lumber has grown from 15 to 30 per cent greater than it was in the same grades of lumber eight years ago. A great deal of this is on account of the changes in the rules and some of it is on account of the best boards of a given grade being taken out and sold as special grades not recognized by the lumber association, leaving the balance of the grade a very lean lot, but still technically within the rules, and the factory man is bound to accept it.

This winter my concern bought several cars that were first and second on one face. It was exactly what we wanted for a certain purpose. This lumber could not go into regular first and second, but was taken out of the No. 1 common, and we paid $10 per thousand more for it than No. 1 common. Some other factory got the balance of the No. 1 common and undoubtedly paid the No. 1 common price. The buyer may have realized that he was not getting a rich grade of No. 1, but under the National association rules he must accept it.

I have been a lumber jobber, and these men dominate the National Hardwood Lumber Association, buy the cut of a hardwood mill, paying one price for first and second, another price for No. 1 common, and still another price for No. 2. When this lumber was scaled to be shipped out, instead of going into the grades at which it was bought, it was sorted into five to seven grades—the selects of any grade going to some customer who was willing to pay for selects, and the balance of the grades to somebody who could be bullied into accepting it as the grade under which it was designated.

The lumbermen justify these changes in the rules on the plea that as logs grow poorer there is less high grade lumber sawed out of them, and they must, therefore, reduce the cutting value of the upper grades in order to get an equal amount of the three grades out of a poor log that they formerly got out of a good log.

This is so absolutely absurd, if not absolutely dishonest on the face of it, that I must make a comparison-illustration. Formerly the Wisconsin farmer got forty bushels of wheat from the rich virgin soil of Wisconsin, but as time went on and the fertility of the soil was not kept up, the crop was only twenty-five to thirty bushels to the acre. Now, supposing the farmer should go to the legislature and ask that the law be changed so that forty pounds of wheat would make a bushel instead of sixty, and then under the law he would get about the same number of bushels he formerly did.

To be sure the consumer would not get as many pounds of flour out of the bushel, but the land would be credited with producing the larger number of bushels. The lumberman has reduced the cutting value of the boards to the furniture manufacturer from 30 to 50 per cent, but he still maintains the names of his grades.

What the furniture manufacturer should do is to decide that he is intelligent enough to specify the kinds of lumber he can best use in his business and then ask the lumberman to meet those requirements and put the prices on them, as it is now, the lumberman insists not only in making the specifications for lumber, but the price as well. There is no other business that I know of where the man using the goods and who pays his money for them has nothing to say about the specifications on which the goods shall be made to meet his requirements.

One thing casts suspicion on the lumber manufacturers. It is safe to say that in nine cases out of ten, where the consumer of lumber refuses a car because it is not up to grade, the dispute is settled in favor of the buyer, because on at least 80 per cent of the lumber shipped the grade is made as poor as the shipper thinks the buyer will, in his ignorance of exact knowledge of grading rules, accept.

SHOULD FORMULATE INSPECTION RULES

If this association of furniture manufacturers will formulate a set of specifications of its own, that will meet the requirements of the furniture industry, hire bonded men to inspect, in case of dispute, and teach their factory inspectors the science of inspecting lumber, they will go a long way toward settling the trouble of lumber rules.

The lumberman will have his remedy in charging us a price that will pay him for producing what we want. The jobber will no longer have an opportunity to steal the uppers out of any grade and sell them for fancy prices and ship the balance of the lumber as a full grade.

When the saw mill man recognizes that the consumer of lumber, who pays for the lumber, and not the lumber jobber, who juggles rules and shuffles grades, is his real friend, our troubles in the lumber line will be over.

In answering the criticism of our editorial the points raised in the above printed communications will be taken up in order.

We are glad that our correspondent takes the liberal view that HARDWOOD RECORD is still inclined to be fair and above board in all matters, and the purpose of printing this communication and address is to demonstrate that he is correct in his assumption. It is necessary, however, for HARDWOOD RECORD to take issue on the points raised in the letter and in the address.

As to the quotations from our editorial contained in the third paragraph of the letter, the correspondent seems to have inferred that HARDWOOD RECORD was absolutely misinformed and had no basis for assuming that the grade agitation was the primary purpose of the meeting, and that a direct effort would be made to force the hand of the National Hardwood Lumber Association. As against this statement HARDWOOD RECORD submits the two following excerpts from letters written by the man who delivered the address before the federation, who, by the way, is the man behind the whole movement, being probably the most active in this effort to make the 1912 rules effective in place of the 1913 rules.

From a letter written by this man to other consumers we have the following:

Perhaps you are aware that a great deal of work has been done to get lumber consumers to adopt 1912 rules of inspection of the National Hardwood Lumber Association instead of using 1913 rules which we consider a very unfair set of rules. We can bring about this adherence to 1912 rules at the present time if we go after it and stay by it because the lumbermen are anxious to sell now. Later on if we are not well organized and the lumber business gets brisk, we may have some trouble.

As further evidence that this question of hardwood inspection was of unusual interest at the federation meeting we have the following resolutions which were adopted by that body officially:

Resolved, that on the organization of the confederation of the associations, a committee of seven be appointed to draw up a set of lumber inspection rules for the use of the lumber consumers, and that until that committee reports and its report is adopted, we adhere strictly to the 1912 rules of the National Hardwood Lumber Association in all our lumber purchases. Furthermore, requests for quotations coming from any consumers attending the meeting are now stamped with the following: "We accept lumber inspected according to National Hardwood Lumber Association only according to rules adopted June, 1912."

The following quotation is from a letter addressed by this man to the editor of HARDWOOD RECORD personally, and is in response to a letter in which an effort was made to answer a former communication on this same point. In speaking of the suggestion made in our letter he says:

I hope you will allow me to use it at the Chicago massmeeting, where I appear on the program, the fourteenth of the month, on the question of lumber grading. Your position exactly explains the proposition that we are protesting and nothing could bring it out more clearly than to read your letter.

From the first quotation it seems that there is no reasonable doubt that the purpose was to organize at this time for the specific purpose of creating uniform adherence to 1912 rules, and this impression is amply substantiated by the quotation from the second letter from the same writer specifically referring to the massmeeting, after having said that this is the propitious time to organize for this particular purpose.

Inasmuch as communications coming from this man can reasonably be considered as coming from headquarters, inasmuch as he has been the man behind the proposition, HARDWOOD RECORD is most certainly justified in assuming that one of the most important functions before the massmeeting was the question of grading, granting, of course, that other important questions were up for consideration.

As to the paragraph in the above printed communication in which our correspondent quotes from the editorial referred to, saying: "The consumers have not shown the proper spirit in working out

stead of ignoring the committee of consumers who protested, the chairman of the inspection rules committee of the National Hardwood Lumber Association wrote one of the prominent Wisconsin consumers who was most active in the agitation under date January

standard for inspection is very much desired by the entire trade, and as

continued co-operation of the consumers, whose interests at all times we have tried to safeguard. I am sure that our committee would be glad to arrange a conference with you and other consumers for discussing this problem and if you desire I will take up the matter with the officers of the association with the object in view of having such a conference. I am sure that this would result in a much better understanding of the situation.

Following this a second letter was written to the same gentleman

I note that you feel that the rules committee should meet a delegation convention and this plan will be agreeable to the association. I am sure such a conference will result in much more being done on amicable lines than in any other way, and will be pleased to have you advise what date would be agreeable for such conference.

The absolutely incontravertible proof that the claim of the consumers' protests being ignored, and their being denied attendance at the meeting is shown in the fact that this letter requesting that the consumers set a date for a conference was absolutely ignored, and that the consumers did not accept the invitation to confer with the inspection rules committee. These facts are absolutely a matter of record and prove beyond any shadow of a doubt that the consumers did not take the right attitude originally regarding the 1913 rules.

Going on further regarding the statement in the communication and in the address before the federated body, that between 500 and 600 printed forms of protest were filed by the various associations but without result, HARDWOOD RECORD would suggest that consumers bearing this impression would refer to the recommendation considered by the inspection rules committee at the Milwaukee meeting prior to the June, 1913 convention, and compare these recommendations with the actual printed rules now in effect as adopted at the convention last June. It will be readily seen that practically all of the more drastic recommendations were omitted from the report the rules committee made to the convention, and that these omissions were made in the face of emphatic demands from a large northern contingent of the National Hardwood Lumber Association members that they be adopted.

Presumably the protests coming from the consumers, which were duly considered and gone over carefully in the two days' session, were the most important factor leading to the omission of the specific recommendations for changes. Thus it can readily be seen that the consumers not only did not show the proper spirit of arbitration and conference by ignoring the invitation to set a specific date for conferring with the grading rules committee, but that the protests which they claim were ignored were not ignored but were given the closest consideration with the result that the proposed

represented fully two-thirds of the entire list of proposed changes as far as importance affecting quantities of lumber is concerned.

statement that legitimate parliamentary objections were the cause of the refusal to permit of a discussion of the proposed changes on the floor of the convention in June, 1913.

Specifically the situation was that the discussion of the grading rules came later in the sessions when there was considerable business to be transacted and that in the judgment of the chairman of the convention the consumers not being members of the association, two of them having requested the privilege of the floor, could not be granted that privilege on account of the lack of time available. This denial was qualified with the statement that there were several consumers who *were* members of the association and were very active in the grading rules controversy, who could have had the privilege of the floor the same as any other member, and furthermore the chairman made the specific suggestion that these members make the plea for the consumers rather than the non-members. Thus there was no direct and unqualified refusal of the privilege of the floor as this privilege was accorded the members of the recently formed furniture federation, who were then also members of the National Hardwood Lumber Association, but this opportunity was not taken advantage of.

This certainly indicates conclusively that the consumers were not denied the opportunity of presenting their contentions before the convention as they had this opportunity but simply failed to

Going on further regarding the letter above quoted, HARDWOOD RECORD does not believe that the statement that the grading rules controversy was but one question for consideration before the federated body was sufficient justification for not giving the National Hardwood Lumber Association officially the opportunity of stating its side of the question when the consumers' contentions were so manifestly drastic and have been proven to be based on statements which were manifestly not facts. It would seem that in a mere spirit of fairness and courtesy, the officers or at least the secretary of the National Hardwood Lumber Association would have been at least invited to attend this session when the report on grading rules was read. The absence of this invitation simply indicates that the men behind this agitation were following the specific policy of showing their defiance of the National association and absolutely ignoring the possibility of a more amicable and permanent understanding which would unquestionably result from fair and open conference with the body they seem to consider their opponents.

The absence of the invitation shows that they did not want to recognize the National Hardwood Lumber Association as a factor in the proposition in any way, shape or manner, as even though the time were limited a question of this extreme importance would unquestionably warrant a fair statement from the other side, or at least an opportunity on the part of the other side to know officially what the consumers were aiming at.

Regarding the statement as contained in the communication above that practically every one of the fourteen furniture associations who are affiliated in the federation had individually discussed the subject of the 1912 rules and were practically united on the common sentiment that there was no need of further discussion, this is but a further important reason why the National Hardwood Lumber Association should have been given the opportunity of answering the charges before this federated body as none of the fourteen affiliated organizations singly represented the consuming interests, while the federation presumably does represent those interests.

The very fact that the separate organizations are not representative and that their discussions and conclusions are not official, is full and conclusive proof that the National Hardwood Lumber Association had not had an opportunity prior to the mass-meeting to go into the subject with the consumers as a body, for it is treating with the

consumers as a class rather than with any independent body of the consuming element. Thus while the question had been discussed as stated in the various association meetings, the National Hardwood Lumber Association was specifically denied the opportunity presented of discussing the matter fairly with the official body of the consumers who are officially taking up the question of agitating for 1912 rules in place of 1913 rules. This certainly does not show any indication of a desire for fair dealing.

As to the paragraph after the one just referred to, in which our correspondent asks "Was it not proper for them, the consumers, to go ahead independently?" this HARDWOOD RECORD believes has been answered both in the proofs shown that the protests and the appeal of the committee were not ignored and that there was no attempt to force the new rules, but rather a general adoption of a classification for lumber which was officially sanctioned by the National Hardwood Lumber Association convention in regular session. The correspondent makes an unfair reflection on the grading rules committee and the officers of the association by attempting to create the impression that the rules were railroaded through, and that they did not represent the sentiments of the rank and file of the association membership.

Regarding the last three paragraphs of the above communication, it can be emphatically stated that changes in hardwood grading rules have resulted from absolute necessity and only such changes have been made as were absolutely necessary to create uniformity and standardization as far as possible in order to protect both the buyer and seller of hardwood products. The rules are not "being constantly tinkered with," but changes are being made as they seem necessary to the inspection rules committee after due consideration. There can be no doubt that the sellers of hardwood lumber as well as the buyers regret such changes inasmuch as they are inconvenienced just as much as are the buyers by the necessity for continued study on the part of their inspectors. The suggestion that changing the rules will make the association liable for prosecution under the Sherman anti-trust laws, as being but a subterfuge for the purpose of raising the prices of lumber, is based on such an ephemeral basis that it scarcely deserves consideration. As a matter of fact while conditions of timber today as compared to conditions of timber years ago have of course resulted in lowering the grades on certain items, it is an actual fact that in certain grades an actual raise has been effected by the various changes objected to.

In summarizing, HARDWOOD RECORD maintains and believes its contentions are based on facts, that the agitation for the substitution of 1912 for 1913 rules does not truly represent the sentiments of consuming interests, and that a great many consumers who have been led to endorse the agitation have been misinformed as to facts.

HARDWOOD RECORD maintains that the reasons discussed by the principal agitators for ignoring the National Hardwood Lumber Association in the matter are based on false precepts, and that the contentions of these agitators regarding the ignoring of their protests of a year ago and their denial of the privilege of the floor at the 1913 convention are not true for reasons above stated; that the protests against proposed changes of 1912 to 1913 rules were based on proposals that were infinitely more drastic than the changes adopted and that those changes adopted were but fair and in conformity with the necessity of maintaining consistency in the official rules of the National Hardwood Lumber Association.

HARDWOOD RECORD maintained in its editorial which the correspondent so severely censured that the consumers were not showing the proper attitude and iterates its contention even more emphatically on this occasion.

HARDWOOD RECORD has every reason to believe that the officers and directors, members of the grading rules committee and the rank and file of the National Hardwood Lumber Association are the fair and broad-minded body of men who always have felt and will continue to feel that the conserving of the interests of consumers of hardwood lumber is not only fair business proceeding, but is the only logical procedure to follow.

HARDWOOD RECORD further believes that these same people would welcome any fair and open attempt on the part of the consuming interests to express their legitimate grievances in a manner in conformity to the regular procedure which is followed in the administration of other workings of the association.

HARDWOOD RECORD believes on the other hand that the ignoring of the National Hardwood Lumber Association and the unfair and unfounded agitation which is now going on will effect nothing other than misunderstanding and a considerable amount of expense, which is unwarrantable.

It is to be hoped that the more broadminded members of the consuming trade will recognize that the instances given to show that present rules are unfair are based entirely on extreme cases, and are not indicative in the slightest measure of the character of present rules, and that they will not continue to sanction this unjust and unprofitable agitation.

# New Use for Hardwood—Fibre Plaster

One hears a great deal about the question of wood substitutes these days, but very little about the many new lines of utilization that are being demanded of wood and forest products almost every day. For example, a few years ago silos were hardly used at all; now they are generally used all over the country, and an immense amount of wood is demanded in their construction. The same thing can be said of wood block paving and a great variety of less important lines of wood uses.

Within the last few years a new industry has appeared to use certain hardwoods for wood fibre plaster. To be sure, the present annual consumption is not very large, but it is indicative of the many new uses that are being constantly found for wood.

It is said that the fibre plaster industry is confined to the states of New York and Pennsylvania, and the writer knows of one mill which uses several hundred cords per annum, with the consumption greatly increasing from year to year. The fibre plaster is made of a mixture of cement and wood and is manufactured and sold in the dry form, requiring only water to make it available immediately for wall plaster. The process of manufacture is roughly as follows:

The bolts of wood in twelve and twenty-four inch lengths are fastened in a rotary lathe, much the same as in a rotary veneer machine. A wheel is suspended above this lathe, containing a number of sharp cutting edges which revolve against the bolt of wood, chipping off fine fibres of wood along the line of the grain. The product is a very fine, almost powdery sawdust, but with the wood fibres still retaining their long stringy character. This is mixed in certain proportions with cement and some other minor ingredients and packed in seventy-five pound bags ready for shipment.

The kinds of wood that are most useful for wood fibre plaster are those with soft, long, smooth fibre which adapts itself readily to this cutting machine. For this purpose, basswood, poplar, cottonwood, willow, and buckeye are used. Coniferous woods cannot be used in this industry on account of their resinous character. From $3.50 to $4.75, with an average of about $4.00, is paid per face cord for these bolts in two-foot lengths, which would make an average of $8.00 per full cord (a stack four by four feet by eight feet long).

The advantages claimed for wood fibre plaster are:

(1) It is a substitute for common wall plaster but is prepared ready for use and requires only the requisite amount of water to temper it.

(2) It is light for shipment, tough and adhesive and is a non conductor of sound.

(3) It sets quickly and will not chip, blister or crack.

(4) It can be prepared and used in any weather and does not deteriorate.

N. C. B.

THE LATE W. A. BENNETT, CINCINNATI, PRESIDENT 1898-1901

I. H. SMITH, ST. LOUIS, PRESIDENT 1901-1902

P. J. SWAIN, SEYMOUR, IND., PRESIDENT 1902-1904

# Brief Sketch National Association

The organization of the National Hardwood Lumber Association was effected at a meeting held at the old Kinsley's restaurant, which was located on the present site of the Marquette building, on Adams and Dearborn streets, Chicago. This meeting was the result of a general call and occurred on April 8, 1898, the object being to formulate uniform hardwood grading rules. There were in attendance at this function a number of men who are still actively identified with the administration of the association's business; but a considerable percentage of those who were active in the formation of the organization are now either out of business or have since died.

Following is the list of names signed on the menu cards which described the dinner enjoyed by the original organizers, on the occasion of the first meeting sixteen years ago:

Gerrard Keyes, Cairo, Ill.; J. J. Goodlander, Memphis, Tenn.; William C. Bailey, Minneapolis, Minn.; W. H. Russe, then of Cairo, Ill., now of Memphis, Tenn.; George Littleford, Cincinnati, O.; F. H. Smith, St. Louis, Mo.; A. J. Lesh, St. Louis, Mo.; Theodore Pommer, St. Louis, Mo.; W. J. Smith, Cairo, Ill.; W. B. Dutton, Ravin, Wis.; William C. Blanchfield, New Market, Me.; M. H. Coolidge, Minneapolis, Minn.; J. B. Stone, Cincinnati, O.; J. Ward Garrard, Cincinnati, O.; W. A. Bennett, Cincinnati, O.; B. A. Kipp, Cincinnati, O.; Leland G. Banning, Cincinnati, O.; T. J. Moffett, Cincinnati, O.; J. H. Hixcock, Cincinnati, O.; George Holebrook and B. Rimford, addresses not given; L. B. Lesh, Chicago, Ill.; A. R. Winnedge, Chicago, Ill.; Harvey S. Hayden, Chicago, Ill.

The direct result of this first meeting was the perfecting of a set of inspection rules and the order to have these rules printed.

In the spring of 1901 the organization applied for a charter under the Illinois laws, which application was granted.

It developed in 1902 that the mere formation of uniform hardwood grading rules was of doubtful value in the absence of the general application of these rules. That is, it was found that various concerns throughout the country were inspecting lumber along the old lines as they employed their own inspectors who had been trained by the old guard, and had not yet assimilated the new specifications.

EARL PALMER, PADUCAH, KY., PRESIDENT 1904-1906

W. H. RUSSE, MEMPHIS, TENN., PRESIDENT 1906-1908

O. O. OGLER, CHICAGO, ILL., PRESIDENT 1908-1910

F. A. DIGGINS, CADILLAC, MICH., PRESIDENT 1910-1912

C. H. BARNABY, GREENCASTLE, IND., PRESIDENT 1912-1914

E. V. BABCOCK, PITTSBURGH, PA., NEWLY-ELECTED PRESIDENT

Hence, in 1902 it was decided to establish an inspection bureau to have bonded inspectors, and instead of the haphazard interpretation of the rules to make this interpretation an official proposition. The original inspectors were on a fee basis and inasmuch as it proved during the few succeeding years that under this arrangement the growth of the service would not be rapid, it was decided in 1904 to put a number of inspectors on a salary basis.

This experiment was so satisfactory that at the annual meeting held at Buffalo in 1905, it was decided to install salaried inspectors as rapidly as they could be selected. At the time of that meeting the only large markets having salaried inspectors were Cincinnati, Chicago, New York, Buffalo and Memphis.

Thus beginning from a very small nucleus of fee inspectors, the inspection service of the National Hardwood Lumber Association has grown until it now has thirty-five salaried men working regularly and in addition another thirty-five fee inspectors, making the total inspection force seventy in round numbers.

Another development at the Buffalo meeting in 1905 was the decision to employ a salaried secretary to devote his entire time to the association affairs. A. R. Vinnedge of Chicago has been secretary up to 1904, performing the duties of that office without compensation and entirely in his own time. C. D. Strode took up these duties in that year and performed them satisfactorily until the following year, when as stated, at the Buffalo meeting Frank F. Fish was selected as the official secretary of the association working on a salary, and devoting his entire time to association matters.

A further important development which took place at Buffalo at that time was the decision to employ a chief inspector who would have entire supervision over the remainder of the inspection corps and would of course devote his entire time to actively supervising inspection affairs of the organization members.

Thus the organization has grown from a small meeting of seventeen hardwood manufacturers and wholesalers to its present nation-wide importance. A decided evolution has taken place in the personnel of the organization, which in the beginning was probably justly accused of being made up mainly of hardwood jobbers. This evolution, however, has been the result of consistent developments which have brought in a consequently larger majority of hardwood sawmill men, so that now the association is composed approximately of sixty per cent of manufacturers, while on the board of directors and officers fully two-thirds of the names shown are those of prominent hardwood sawmill men from different sections of the country.

It is significant to note that the rules of the National Hardwood Lumber Association have been officially adopted by a considerable number of the state and local hardwood organizations.

Originally the directorate of the National association consisted of three men, but since that time this number has been subsequently increased from three to five, to ten, to fifteen, to twenty-one directors.

Accompanying this article are shown photographs of nine men who have served in the capacity of presidents of the association. These men, with their respective terms, are as follows:

| | |
|---|---|
| W. A. Bennett | 1898-1901 |
| F. H. Smith | 1901-1903 |
| B. F. Swain | 1903-1904 |
| Earl Palmer | 1904-1906 |
| W. H. Russe | 1906-1908 |
| O. O. Agler | 1908-1910 |
| F. A. Diggins | 1910-1912 |
| Charles H. Barnaby | 1912-1914 |
| E. V. Babcock, newly-elected president | |

It is interesting to note that all of these men are still living with the exception of W. A. Bennett.

## An Unwelcome Compliment

Somebody some time or other wished upon us the truism that imitation is the sincerest flattery. There may be plenty of argument to support the idea, too, but there is one compliment of this kind being paid to wood in these days that the woodworking fraternity could get along better without, and that is the compliment of printing metal furniture in imitation of wood. The making of thin steel furniture and printing it in imitation of mahogany, oak or other fine face wood may be a compliment to the wood, but the woodworking fraternity would be better off without the compliment, and with the wood used in the making of the furniture. There has been a world of exploitation of steel products on ground which is really not tenable, but the public has accepted the arguments offered and now even Edison, the wizard inventor, is being quoted as saying that an absolute law appears to be operating to substitute steel for wood in furniture making. The law given is the increasing cost of wood which permits the making of a piece of steel furniture at a cost of only one-fifth of what it would cost in wood. It is strange that statements like this are let go by unchallenged when it is so easy to get real information on the subject by going into an office supply store and pricing the steel imitation wood furniture and the real wooden article. Those that the writer has observed show prices ranging about twenty-five per cent higher for the steel furniture than for wood, and really nothing so desirable about the steel as may be found in the wood. It is said by those who know the wizard that Edison enjoys a joke and would rather string a newspaper man at times than to eat. Perhaps this is the explanation of his being quoted as making such a statement as that accredited to him lately in the matter of steel and wood furniture. Anyway, the compliment that steel furniture is paying to wood is an unwelcome intrusion that suggests flattering one's appearance while at the same time taking away his substance.

ALBRIGHT ART GALLERY, BUFFALO

LAFAYETTE SQUARE, BUFFALO

# Some Facts Regarding Buffalo

The people of Buffalo have built in their city and their faith has grown with it. In the high place it holds in the commercial world. It is second in New York and eighth in the United States in point of size. Its growth has been steady and rapid. In 1825 its population was only 2,095. It increased 400 per cent during the next ten years, and now has about 400,000 people.

The name is of Indian origin, it being translated buffalo; but some historians deny that wild buffaloes ever roamed on the site of the city. It is supposed that this range did not extend that far northeast.

The valley of the creek which gave the city its name was a forest of basswood when the first white explorers saw it. Basswood was abundant in all that region.

The beauty of the city and its commerce are now the chief interest. It is said to be the greatest convention city in America. One hundred conventions are held there yearly, and 1,000,000 visitors come and go.

There are numerous attractions, some of which cannot be duplicated elsewhere. The greatest of these is, of course, Niagara falls, twenty-four miles from the center of the city, and reached by rail, trolley and paved roads. Among other attractions are the following:

Niagara gorge.
Largest steel plant.
Largest coal trestle.
Largest lumber yards and docks.
Niagara frontier battle grounds, war of 1812.
Greatest hydro-electric development, 500,000 horse power.
Largest aluminum factory.
Largest carborundum factory.
Largest artificial graphite factory.
Handsomest art gallery.
Largest public and private breakwaters.
Western terminus of the longest canal in the world.

## COMMERCE AND TRADE

About 110,000,000 feet of hardwood lumber are handled annually in Buffalo. Its other commerce is proportionately large. In 1913 more than 10,000 vessels entered its harbors with cargoes aggregating more than 19,000,000 tons. In addition there were enormous receipts and shipments on the railroads. Grain is an important item in Buffalo's commerce, receipts in 1913 amounting to 239,851,095 bushels, an increase of 40,000,000 bushels over the preceding year and indicating the increased volume of grain shipped from Canadian ports at the head of the Lakes through Buffalo for export. Modern elevating facilities enable the city to handle this great traffic expeditiously

MCKINLEY MONUMENT AND VIEW OF BUFFALO FROM NIAGARA SQUARE

H. W. TAYLOR, PRESIDENT TAYLOR & CRATE

S. G. TAYLOR, VICE-PRESIDENT TAYLOR & CRATE

HORACE C. MILLS, TREASURER TAYLOR & CRATE

and for a long period in the fall of 1913 an average of 1,000,000 bushels a day were elevated out of the holds of the great lake carriers and loaded into cars and canal boats. Other items of this wonderful commerce are iron ore, lumber, pig iron, coal, copper, cotton, wool, zinc, cattle, horses, sheep, hogs, fish, poultry, sugar, salt, cement and flour. This traffic will be further expedited and increased by the early completion of the $130,000,000 barge canal which the state is building, from Lake Erie at Buffalo to the Hudson River (tide-water) at Albany, with terminals here costing $2,500,000.

While Buffalo has gained in many ways, her most wonderful progress has been industrial. In the decade beginning with 1900 the number of plants in this city increased from 1478 to 1753 and the value of their products from $105,627,000 in 1900 to $218,804,000 in 1910. In the next three years the number of plants increased to 2,074 and the total production reached a value of $325,445,000, with an annual payroll of $54,364,000! This shows that approximately one-half of Buffalo's industrial gain in the past thirteen years was accomplished in the last three; due to the activity of the Chamber of Commerce in bringing to the attention of manufacturers the economy and facility with which raw materials can be assembled here, the conveniences for shipping and easy access to markets, and the supply of all classes of labor.

Buffalo is entered daily by twenty boats and 250 passenger trains. The city is located nearly midway between Chicago and Boston.

## DEALERS IN LUMBER

No small part of the city's prosperity is due to the enterprise of lumber firms. They carry on a great business, not only within the city but with all parts of the country, from Maine to the Pacific coast. Their voice is heard in all lumbermen's conventions and associations, and they are justly recognized as among the leaders in the lumber industry of the United States.

### Taylor & Crate

This firm began the hardwood business in Buffalo in 1866, the partners then being Frederick W. Taylor and James Crate. From that small beginning the present large business has grown. The firm was incorporated in 1900, and the present officers are Horace W. Taylor, president; Shirley G. Taylor, vice-president; Nelson S. Taylor, secretary; Horace C. Mills, treasurer. In the early years the kinds of lumber handled were largely black walnut, cherry and ash. As these became difficult to secure in good quality and large quantity, the demand for them declined, and oak, poplar and maple became the staples. When the fashion of using quartered oak became almost a fad, that and poplar became the prominent features of the business. For many years Taylor & Crate have maintained large yards on the east side of the city, and for a number of years past, an additional yard in the northwest end of the city. They make a specialty of carrying a large assortment of all the twenty-five different kinds of native hardwood lumber, and also mahogany, which is imported. The company has excellent facilities for handling a large business and owns supplies of timber in the South that will last many years.

### T. Sullivan & Co.

This firm specializes in elm and ash, and probably handles more of the latter wood than any other firm between Chicago and New

WADING POOL IN HUMBOLDT PARK, BUFFALO

HARBOR SCENE, BRIDGE JUST OPENING, BUFFALO

WM. A. PERRIN, PRESIDENT BLAKESLEE PERRIN & DARLING.

FRED M. SULLIVAN, OF T. SULLIVAN & CO.

WALTER BETTS, OF CHARLES M. BETTS COMPANY

York. The business is now conducted by Fred M. Sullivan and his mother, Mrs. Margaret Sullivan. The founder of the business was Timothy Sullivan who came from Canada in the '80s and began in Buffalo by shipping in Michigan and Canadian lumber by cars and boats. In 1889 he opened a yard on Louisiana and Perry streets and remained there until 1894 when he moved to the present site on Niagara and Arthur streets. Fred M. Sullivan became a member of the firm in 1892. Timothy Sullivan died March 5, 1905. He was a pioneer in introducing gray elm in woodworking plants.

### Blakeslee, Perrin & Darling

The officers of this firm are, William A. Perrin, president; B. Elmer Darling, vice-president; William L. Blakeslee, treasurer; Charles N. Perrin, secretary. The yard and office are at 1030-1108 Seneca street, Buffalo, N. Y. The company was incorporated in 1909. It takes the output of several mills, and uses the Buffalo yard as an assembling and sorting yard from which shipments are made with dispatch. A full line of American hardwoods is kept in stock at all times. Direct shipments from mills to customers are constantly made without passing the stock through the Buffalo yard.

### Charles M. Betts Company

The home office of this firm is in Philadelphia, with a branch in Buffalo. Its mills are in South Carolina and it also operates extensively in California lumber. It is one of the largest white pine and yellow pine firms in the country. C. Walter Betts, one of the leading lumbermen of Buffalo and of the whole country, is a member of this firm, and was chairman of the committee which had in charge the arrangements for the Buffalo convention.

### Standard Hardwood Lumber Company

This company was incorporated in 1901, and its yard at Buffalo, N. Y., covers five and one-half acres and carries 6,000,000 feet of thoroughly air-dried and well assorted hardwoods of all kinds, thicknesses, and grades. In the same yard it has a brick dry kiln with a monthly capacity of approximately 500,000 feet. In addition to the Buffalo yard, the company operates several mills in the South and contracts the output of several large mills. It has been growing rapidly and making good progress. The yard is one of the best for location, lay-out and the economical handling of lumber. The officers and directors are as follows: W. F. Wendt, president; R. F.

R. F. KREINHEDER, VICE-PRESIDENT AND GENERAL MANAGER STANDARD HARDWOOD LUMBER COMPANY

A. W. KREINHEDER, TREASURER STANDARD HARDWOOD LUMBER COMPANY

E. J. KREINHEDER, SECRETARY STANDARD HARDWOOD LUMBER COMPANY

G. ELIAS OF G. ELIAS & BROTHER

A. J. ELIAS OF G. ELIAS & BROTHER

O. E. YEAGER, YEAGER LUMBER CO., INC.

Kreinheder, vice-president and general manager; A. W. Kreinheder, treasurer; E. J. Kreinheder, secretary.

**G. Elias & Brother**

This firm is composed of G. and A. J. Elias, and its wholesale lumber business was established in 1881. For a time after 1883 both hardwood and pine yards were maintained, but they were finally consolidated at their present location, Elk, Maurice, Orlando, Babcock and Prevatt streets. The yard is well equipped with tracks, cranes, and other up-to-date apparatus for handling lumber, as well as kilns, warehouses, sawmill, planing mill, and box factory. Lumber and all classes of milled products are kept on hand for the wholesale and retail trade. After thirty-three years the company has been incorporated, but its policy of the square deal will be maintained.

**Hugh McLean Lumber Company**

The officers of the Hugh McLean Lumber Company of Buffalo, N. Y., are: Angus McLean, president; Hugh McLean, vice-president and general manager; J. D. McCallum, treasurer; R. D. McLean, secretary; R. E. Bond, assistant secretary. This firm started in a small way as a partnership between Angus and Hugh McLean in 1892. It was afterwards incorporated as a stock company, Joel H. Gates, W. A. McLean, Angus McLean, R. D. McLean and Hugh McLean being the original stockholders and directors. From dealers this company gradually went into the manufacturing business until at the present time it manufactures most of the lumber it handles, having sawmills at Memphis and Chattanooga, Tenn., and Birmingham, Ala.; lumber yards also at Cincinnati and Buffalo.

**The Buffalo Hardwood Lumber Company**

The Wall brothers have been the owners of this company since it started in business in 1889. The officers are: James B. Wall, president; T. H. Wall, vice-president; M. M. Wall, secretary and treasurer. The office and yard are located at 940 Seneca street, Buffalo. The company handles nothing but domestic hardwoods, of which it carries a good stock at all times.

**Yeager Lumber Company, Inc.**

This corporation is successor to Orson E. Yeager who entered the hardwood lumber business January 1, 1891, as the junior partner of the firm of Vetter & Yeager of Buffalo. This firm was merged into the Empire Lumber Company in 1892 and Mr. Yeager was elected secretary and treasurer, which office was held by him until 1900, when he disposed of his interest in the Empire Company and resumed the hardwood lumber business in his name at 932 Elk

ANGUS McLEAN, PRESIDENT HUGH McLEAN LUMBER COMPANY

HUGH McLEAN, VICE-PRESIDENT AND GENERAL MANAGER, HUGH McLEAN LUMBER COMPANY

R. D. McLEAN, SECRETARY HUGH McLEAN LUMBER COMPANY

JAMES E. WALL, PRESIDENT BUFFALO HARDWOOD LUMBER COMPANY

D. WALL, VICE PRESIDENT BUFFALO HARDWOOD LUMBER COMPANY

M. M. WALL, SECRETARY AND TREASURER, BUFFALO HARDWOOD LUMBER COMPANY

street. From the beginning the business of Orson E. Yeager has [illegible] and steadily grown and represents to-day one of the largest in the lumber trade. The corporation now known as Yeager Lumber Company, Inc., was organized in the early part of 1914. The officers of the corporation are: Orson E. Yeager, president; Frank G. Yeager, vice-president; Charles A. Yeager, secretary; Peter N. Yeager, treasurer. The company recently purchased the large stock of dry lumber, including yard site and entire equipment previously owned and operated by I. N. Stewart & Bro., 892 Elk street, which provides yard and shipping facilities second to none.

### Palen and Burns

The firm name has not changed since the business was started in 1875 by Robert Palen and Millard S. Burns. The partnership continued until 1906 when Mr. Palen died. The following year Mr. Burns associated with him Jacob F. Hirschmiller, of Buffalo, who had had considerable experience as a salesman on the road and as a retail yard man. They are handling yellow pine, short leaf pine and hemlock extensively, also deal in hardwoods. They represent several of the leading Pacific coast shippers of red cedar shingles and siding in which their sales are heavy. Their offices are at 720 and [illegible] Life building.

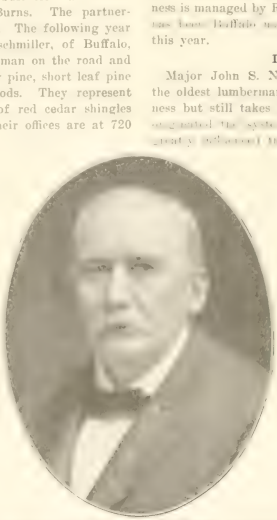
### The Atlantic Lumber Company

The offices of this company are at [illegible] Seneca street, near the yards where is assembled lumber from its mills in Tennessee, Pennsylvania, West Virginia and elsewhere. The Atlantic Lumber Company commenced business at Boston, Mass., in 1894. Nashville, Tenn., was the site of the first sawmill, followed by additional mills at Fayetteville, Baxter and Knoxville, Tenn., the output being oak, poplar, chestnut, white ash, and red cedar. In the vicinity of Raleigh, N. C., four mills are kept busy cutting North Carolina pine from timber tracts purchased within the past twelve years. A large tract of timber was purchased several years ago in central Tennessee from which the mills in that vicinity are supplied. The company's export business is managed by Robert Vestal of the Toronto office. H. L. Abbott has been Buffalo manager since 1904 and vice-president since early this year.

### Dean of Buffalo Lumbermen

Major John S. Noyes is dean of the Buffalo lumber trade and the oldest lumberman in the city. He has retired from active business but still takes keen interest in lumber affairs. It was he who [illegible] the system of towing barges on the lakes, and this has greatly [illegible] the lake lumber trade.

H. L. ABBOTT, BUFFALO MANAGER ATLANTIC LUMBER COMPANY



MAJOR JOHN S. NOYES, OLDEST LUMBERMAN IN BUFFALO

JOHN S. TYLER, SECRETARY BUFFALO LUMBERMEN'S EXCHANGE

The seventeenth convention of the National Hardwood Lumber Association convened at 10 a. m. on Thursday, June 18, in the Hotel Statler, Buffalo. The opening session was notable for the excellent attendance, the number of lumbermen and other visitors present indicating that when all new arrivals are in the total would set a new record.

CHARLES H. BARNABY, GREENCASTLE, IND., RETIRING PRESIDENT

### THURSDAY MORNING SESSION

The formal opening of the first session was the introduction by President Barnaby of J. P. Sullivan, president of the board of aldermen of Buffalo, Mr. Sullivan being delegated to welcome the visitors, in the absence of the mayor, in behalf of the city of Buffalo.

The beginning of Mr. Sullivan's address was devoted to an exposition of facts offered as evidence of the present and growing importance of Buffalo as a business, industrial and shipping point. He offered some facts and figures that were, to say the least, surprising to his listeners.

In conclusion, Mr. Sullivan expressed himself as most thoroughly in accord with the spirit of cordiality shown by the Buffalo lumbermen to the visitors.

After Mr. Sullivan had concluded, President Barnaby arose and

J. V. STEPHENSON, EVANSVILLE, IND., 2ND VICE PRESIDENT

FRANK H. FISH, CHICAGO, SECRETARY

F. L. BROWN, CHICAGO, THIRD VICE PRESIDENT

castle, Ind., to be quite some town, but after listening to Mr. Sullivan's glowing account of Buffalo, he was led to the conclusion that Buffalo might have a shade on his home place, after all.

President Barnaby then introduced Arthur W. Kreinheder, president of the Buffalo Lumbermen's Exchange, who extended the formal welcome of that body to the convention attendants. Mr. Kreinheder outlined the preparations that had been made for taking care of the visitors in an expeditious and pleasant manner, and expressed himself as sincerely hopeful that the plans would work out smoothly, so that the enjoyment of Buffalo's guests would not be marred in any way.

Mr. Kreinheder went on to outline briefly the development of the Buffalo Lumber Exchange, stating that it was originally formed as the Buffalo Lumber and Stave Association in 1880. This name was subsequently changed in 1886 to the Buffalo Lumber Exchange. The purpose of the organization, as expressed by the speaker, is not to work for the interest of any one faction, but rather to do everything possible to foster the lumber business of Buffalo as a whole and to boost Buffalo. He then enumerated the various successive presidents and gave the terms of office of each.

Mr. Kreinheder eulogized the National Hardwood Lumber Association and its purposes and efforts, and closed with a facetious story of the arrangements which had (presumably) been made to remove from the city temporarily those city officials who, through a mistaken sense of duty, might interefere with the enjoyment of the city's guests.

President Barnaby announced after Mr. Kreinheder had retired that he wanted the youngest member of the association to acknowledge the cordiality of the welcome. After affected difficulty in picking the man he wanted, the president's eye finally located John M. Woods, who was requested to do the honors in behalf of the National Hardwood Lumber Association.

Mr. Woods' highly amusing little talks are already too famous to need further exposition. Suffice it to say that he kept his audience in a perpetual state of laughter with his stories, his humorous denial of Buffalo's announced supremacy over Boston, and in fact with his whole talk, only the latter part of which had any bearing as an expression of appreciation of the cordiality of the other two speakers.

When the applause for Mr. Woods had subsided, Secretary Fish announced the excursion around Niagara Falls which was planned for the afternoon.

The next business in order was the annual address of the president, which follows:

## President's Address

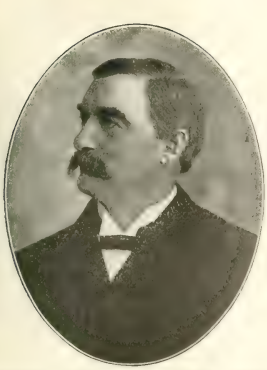
[illegible] with the session of the [illegible] Buffalo man and his [illegible] volunteer service had much to do with the early progress of the [illegible] rapid strides our association has made since the year 1905. At that [illegible] today we have reached the [illegible] of business conditions of the past year and the increase of our annual dues, we have made a net gain of thirty-five members. To accomplish this result in the seventeenth year of an organization which has enlisted 1,361 new members since 1905, means much more than would appear at a casual glance. Statistics covering the association work and past experience prove that approximately twelve to fifteen percent of the membership either fail or retire from business annually. This means on the basis of the present association membership that about one hundred new members must be secured every fiscal year to prevent an actual loss, so that the gain of 35 for the year just ended must mean that 118 members have been admitted.

While we must concede that the demand for lumber is far from normal, I believe there exist excellent reasons for taking an optimistic view of the future. The depression is no more than would naturally follow a marked change in administrative policies and as far as your chairman has observed, stocks in the hands of consumers are very low and the hand to mouth policy of buying is the present attitude of a majority of them—so naturally, when business does resume, we may all expect a splendid demand. In the meantime, it may be wise to reflect the attitude of our government along the lines of "watchful waiting."

Much has been said through the daily press in regard to the so-called "lumber trust." I know that the National Hardwood Lumber Association has violated no law and has absolutely nothing to fear and I do not believe that any other lumber organization is trying to hide or cover up any of its movements. On the contrary, many of them are insisting on the government investigations in order to vindicate themselves in the eyes of the public. The officers of this organization have been watching the reports of the government and so far the only reference made by the government that even indirectly might effect our work, is in the associated despatch article under date of April 30, where the Commissioner of Corporations is quoted as saying that "while it may be proper and desirable for producers in any line of business to establish standard grades, it should be pointed out that the standardization of grades is the first step in price fixing." Just how the commissioner would have the lumbermen successfully carry on their business without standardization of grades is unknown to your chairman, but I trust our committee on rules have consulted this oracle.

The year's work in the inspection department shows total feet inspected by our salaried and fee inspectors of 161,000,000 feet. I firmly believe that this total represents over 95 per cent of the hardwood lumber officially inspected during the year. We have this year re-inspected 1,711,000 feet, of which 1,291,000 feet was within the 4 per cent, leaving 420,000 feet over the 4 per cent. This splendid showing for the year's work, in the face of unusual business conditions, is largely due to the efficiency of our inspectors, and I want to take this opportunity to highly commend their capability and loyalty. Of our thirty-three salaried inspectors (whose record in detail will appear in the report of the secretary) all but eight have been with the association five years or more. The future success of our inspection department will depend largely, as in the past, on the fidelity of these men and others which in the further growth of the service it will be necessary to engage.

Your president, secretary and other delegates attended the annual



EDWARD BUCKLEY, MANISTEE MICH. DIRECTOR

W. J. HETHERINGTON, TORONTO, CANADA. DIRECTOR

ALEXANDER SCHMIDT, CINCINNATI, O., DIRECTOR

meeting of the Chamber of Commerce of the U. S. of A., held in Washington last February. Too much stress cannot be laid on the importance of the Chamber of Commerce, the great work it has done and opportunity for important work in the future. The Chamber of Commerce of the U. S. of A., as you no doubt know, is a league of business organizations of the United States and includes local chambers of commerce, boards of trade and national trade associations, and is to serve the nation as a local chamber of commerce serves the community in which it is situated. The membership at the present time comprises over five hundred and thirty organizations representing over two hundred and fifty thousand firms and individuals. The National Hardwood Lumber Association is a member of this chamber of commerce and has the honor of being the largest trade organization, numerically, belonging to that body. The Chamber of Commerce has already been a powerful factor in shaping national legislation and its work is inestimable. I believe that the business men of our nation can look with confidence to this large and representative body of men to guard against the enactment of vicious legislation and promote desirable and just laws. During the February meeting a National Trade Organization Secretaries was organized consisting of the secretaries of the National Trade Associations belonging to the Chamber of Commerce. Its purpose through interchange of ideas by its secretaries is to increase the efficiency of its members, to promote the interest of represented organizations and to co-operate with the Chamber of Commerce of the U. S. of A. This is a very important body of which much good will result. Am glad to say that our secretary, F. F. Fish, was made chairman of this National Trade Organization Secretaries.

The present method of disbursements is upon a warrant drawn by the secretary-treasurer and approved by the president. This means that all voucher checks must be countersigned by the president. As most of the disbursements of our association are in settlement for salaries to our inspectors, it is, therefore, very important that vouchers be mailed promptly the first of each month. The fact that these must be signed by the president often causes delay. Inasmuch as our secretary-treasurer is bonded by a surety company for a sum of $10,000, I recommend that the countersigning by the president be dispensed with and the words "and approved by the president" be stricken out of Article 2, Section 2 of the by-laws relating to the drawing of the warrants for the disbursement of funds.

The executive committee deemed it advisable to sound a note of warning in the April official bulletin regarding certain opposition to the application of the rules of inspection now in force. In order to present the matter clearly to this meeting, I can do no better than to introduce in full the communication to which reference is made:

A TEST OF LOYALITY

"Perhaps you are aware that a great deal of work has been done to get lumber consumers to adopt the 1912 rules of inspection of the National Hardwood Lumber Association, instead of using the 1913 rules, which we consider a very unfair set of rules."

"We can bring about this adherence to the 1912 rules at the present time if we go after it and stay by it, because the lumbermen are anxious to sell now. Later on, if we are not well organized and the lumber business gets brisk, we may have some trouble."

The two paragraphs quoted above are taken from a letter written to a prominent furniture manufacturer by a former member of this association, who, though being a consumer of hardwood lumber, also possessed connections with the manufacture of lumber sufficient to entitle him to a membership. Not long since he resigned and, for good and sufficient reasons, his resignation was promptly accepted by the board of managers.

It is proper to call the attention of this membership to the fact that owing to the inspiration afforded by the ex-member quoted above and to another disgruntled consuming member of this association, efforts are being made on the part of various consuming organizations to discredit and render nugatory the existing rules of inspection of this association.

The form in which this attack is being made is in the nature of resolutions adopted at the meetings of various consuming organizations, denouncing the existing rules and declaring adherence to the rules of 1912.

The wisdom of this course of action is seriously to be questioned. It has never been the policy of this association to antagonize in any manner the consumers of lumber, for to do so would be nothing less than suicidal of the interests which it primarily seeks to serve. This association, since its inception, has consistently stood for single and universal standard of inspection. In developing, maintaining and administering such a standard, it has, in a broad sense, served the interests of the consumer while serving the interests of its members. The standard which it has developed and rendered effective by the most comprehensive inspection service ever attempted, has not only enabled the lumbermen to determine beyond question the grade of the lumber he is selling, but it has also enabled the consumer to know with an equal degree of certainty the grade of lumber he is buying.

This association is not at war with, nor antagonistic to, any line of trade. Its affairs are being administered along highest ethical lines. It has, however, maintained a middle of the road policy and has never been swerved from what a majority of its members believed to be right, by any ephemeral condition of the market, nor by any extraneous influence. It has from time to time altered its rules of inspection for the purpose of conforming to new requirements of the trade, as they developed, and to changing conditions under which lumber is produced. These alterations have never been radical, but have always been framed with the idea of occasioning the least possible disturbance to regularly established grades. The existing rules of this association were unanimously adopted by the largest number of its members ever assembled at a meeting. A vast majority of the consuming trade would have accepted this dictum without question or complaint had it not been for the pernicious activity of two or three concerns whose representatives were present at the meeting and who were not in harmony with the action taken.

This membership should understand that the seeming contest involved in the existing situation is not between this association and the consuming trade as a whole, because that trade is not entirely unaware of the benefits which this organization has conferred, but rather that the matter is being agitated by a certain small element of the consuming trade and that it is dictated wholly by selfish interest. Therefore, this is a time for every member of this association to stand by the organization and to absolutely refuse to be coerced or cajoled into yielding up a principle in order to effect the sale of a car of lumber.

National inspection can only be employed in the application of the rules of the association now in effect; and the protection assured by use of this inspection is of greater value to a shipper under unfavorable conditions of the market than at any other time.

To contract lumber under rules that would deprive the shipper of this protection at a time when it is most needed would be most unwise and would almost certainly result in annoyance and loss from which no relief could be obtained.

Evidence to the effect that this was no idle forecast is found in the fact that on May 14 in Chicago a general federation of fourteen regional associations composed of furniture and fixture manufacturers was consummated.

While the announced purposes of this organization are along the legiti-

MARTIN J. GLYNN, SOUTERTON WIS., DIRECTOR

W. I. CHAMBERLIN, BOSTON, MASS., CHAIRMAN INSPECTION RULES COMMITTEE

JOHN M. WOODS, EAST CAMBRIDGE, MASS., CHAIRMAN FORESTRY COMMITTEE

[illegible] recently adopted a plan [illegible] to smooth the [illegible] and [illegible] it has been publicly announced in the trade press, without denial on the part of the newly organized federation, that its immediate efforts are to be directed to the substitution of the inspection rules existing before the annual meeting in Chicago last year for the rules which are now in effect. Further, according to the trade press, a resolution was adopted by that body showing that they intend using the 1912 rules of this organization only until they have perfected inspection rules of their own. The resolution adopted reads as follows:

"Resolved, that on the organization of the conferation of associations a committee of seven be appointed to draw up a set of lumber specifications for the use of lumber consumers, and that until that committee reports and its report is adopted we adhere strictly to the 1912 rules of the National Hardwood Lumber Association in all our lumber purchases."

That this is the primary object of the new organization becomes further apparent from the fact that requests for quotations on hardwood lumber from many members of the federation bear endorsement of the following nature:

"We accept lumber inspected according to National Hardwood Lumber Association rules only. Rules adopted June, 1912."

The issue, therefore, that is fairly joined between the new federation and this association is that they will purchase lumber only under the 1912 rules, while we can only administer the inspection of this association under the rules now in effect, and this is the issue that must fairly be met by this membership. According to the above quoted resolution, rules of their own making will be used as soon as their committee of seven has had time to make its report. It is, of course, unnecessary to state if they are successful in their efforts and the members purchase on their rules, the National Hardwood Lumber Association will have no voice in the inspection and measurement of hardwood lumber as far as this consuming body is concerned. Can any hardwood lumberman imagine the state of affairs that would exist under these circumstances?

It is greatly to be regretted that a contest of this nature should have been precipitated at this time, or at any other time; but it is much more to be regretted that the consuming trade should permit itself to be misled as to the attitude which this association sustains and always has sustained toward that trade.

It is also to be regretted that a great body of business men such as those of which this federation is composed should permit themselves to be regarded as opportunists in the settlement of matters of grave and permanent importance by taking advantage of a condition "when lumbermen are anxious to sell," to enforce the stand taken by them, rather than ignoring momentary conditions of the market and discussing and settling the question on its merits only. It would seem that they had learned an unworthy lesson from the worse side of trade unionism, of which all of them have complained so bitterly in the past.

It is not my purpose to go into the details of the comparative statements, diagrams of boards, etc., which have emanated from the main exponents of opposition and which endeavor to demonstrate the lowered value of existing grades as compared with the grades before the changes in the rules complained of were made. Suffice it to say that these statements and diagrams are based upon extreme cases and are, therefore, absolutely misleading when applied to the general run of lumber. I am also justified in the statement that they are not only misleading but that they are intentionally and willfully misleading. To illustrate, I quote briefly from the speech of the leader in this movement before the Chicago conference of hardwood consumers on May 14. In speaking of the changes in rules, he says: "The lumbermen justify the changes in these rules on the plea that as logs grow poorer there is less high-grade lumber sawed out them, and they must, therefore, reduce the cutting value of the upper grades in order to get an equal amount of the three grades out of a poor log that they formerly got out of a good log. This," he further says, "is so absolutely absurd, if not absolutely dishonest, on the face of it," that he must make a comparative illustration, as follows: "Formerly the Wisconsin farmers got forty bushels of wheat from the rich virgin soil of Wisconsin, but as time went on and the fertility of the soil was not kept up, the crop was only twenty-five to thirty bushels to the acre. Now," he further says, "supposing the farmer should go to the legislature and ask that the law be changed so that forty pounds of wheat would make a bushel instead of sixty, and then, under the law, he would get about the same number of bushels he formerly did."

In answering this alleged comparison, I can do no better than to quote from a recent editorial of a leading lumber paper, which says: "The man who even 'for the sake of argument' or 'after a manner of speaking' can confuse quality grading with unit of measurement is capable of almost any sort of argument."

Referring further to the same address, the speaker states that the lumber jobber dominates the National Hardwood Lumber Association, and insinuates that rules are made to enable him to milk the grades, and that the jobber buys on "the first three grades of the National rules, that is, first and seconds, No. 1 common and No. 2 common, and then sorts these three grades into five or seven grades—the upper or selects being sold to a customer willing to pay for selects—the balance going to somebody who could be bullied into accepting it as the grade under which it was designated. It is quite unnecessary for me to state to the members of the National Hardwood Lumber Association that our organization is not dominated by the jobber, the large majority of our members being manufacturers, and from two-thirds to three-fourths of our board of directors are manufacturers. At the same time I desire to emphasize the fact that this association today invites and welcomes the support of all legitimate jobbers or wholesalers equally with that of the lumber manufacturer. It is, of course, true that the closer the grading, the less the opportunity for the very thing that is complained of, that is, robbing the grades. The speaker, in addressing the federation of furniture manufacturers, is further quoted as saying:

"About a year ago something over six hundred protests from lumber consumers were filed with the National Hardwood Lumber Association, protesting against any further changes in the rules of grading. So far as the committee having this work in charge could see from the treatment accorded, these numerous protests were ignored. The committee was never given an opportunity to be heard. No mention was ever made of the protests by the secretary or the officers to the delegates of that convention."

These statements are absolutely without foundation in fact, for the association files show that instead of ignoring the committee of consumers who protested, the chairman of the inspection rules committee of the National Hardwood Lumber Association wrote one of the Wisconsin consumers most active in the agitation, under date of January 25, 1913, as follows:

"I assure you that the National Hardwood Lumber Association in working out this problem of uniform inspection has always considered the interests of the consumer. In fact, at times, we have been severely criticized by some for our attitude toward the consumers claiming that

we have favored them too much. I am sure that you will agree that the uniform standard for inspection is duly enforced by the entire trade, and, as we are now trying to protect our rules, I hope that we may have the continued cooperation of the consumers whose interests at all times we have tried to safeguard. I also state that our committee would be glad to arrange a conference with you and other consumers for discussing this problem, and if you desire I will take the matter up with the others in the association with the object in view of having such a conference. I am sure that this would result in a much better understanding of the situation."

This letter was followed by a second letter to the same gentleman, under date of February 6, 1913, as follows:

"I note that you feel that the rules committee should meet a delegation of consumers before the next convention and this plan will be agreeable to the association. I am sure such a conference will result in much more being done on amicable lines than in any other way, and will be pleased to have you advise what date would be agreeable for such conference."

Your chairman wishes to direct the attention of our members and all others interested to the fact that this letter requesting the active representative of the consumers to set a date for a conference was ignored, and that they did not accept the invitation to confer with the inspection rules committee.

The speaker at the Chicago meeting on May 14 last was again mistaken in stating that 600 signed protests were sent to the association, because the number was less than 500, and these so-called "protests" received the consideration of the board of managers for [illegible] an entire day before the convention opened, and were carefully reviewed by the inspection rules committee. It is a significant fact that at least two of the firms whose names were printed on the original protests as representatives on the committee at Chicago June 6 that recommended to the convention the adoption of the rules as they now stand. The protests to which the speaker so often refers were against the printed report of the inspection rules committee of April 5 date, and a comparison of that report with the book of inspection rules as it now stands proves false the statement that the protests were ignored.

It may be proper to inquire as to the hostility of the opposition to this association that has so recently developed, and which is being urged so relentlessly by two or three of its promoters. To those who are possessed of the facts in connection with this movement, it would seem that certain consumers of lumber whose unfair methods of many years' standing have felt the restraining curb of the inspection administered by this association upon their unfair practices and who were, therefore, unable any longer to put over practices in connection with the inspection of lumber which in the past has been the source of no small profit to them, and not because of the slight alteration in the rules that was made at the 1913 meeting. I do not wish to include in this statement the great body of consumers who form the new federation, but to make it apply only to those who have misled that body of men to the belief that this association is not playing the game fairly.

There is not a consumer of lumber in this country who does not owe a debt of gratitude to the National Hardwood Lumber Association for the work it has accomplished. It has been at all times an efficient bulwark between the consuming trade and a radical element in the producing hardwood trade that would not have hesitated, when the opportunity presented, to slaughter hardwood grades with one hand and boost hardwood prices with the other. It has at all times been the genuine exponent of conservative action and of fair treatment to all; and any attempt now, or at any other time, to destroy its prestige or to cripple its efficiency can only result in failure and bring into disrepute those who are most active in the work of opposition.

The National Hardwood Lumber Association has stood the test of time and the history it has made in the lumber trade is eloquent of the high quality of purpose and the success of its achievements. To attempt to separate the improvement that has taken place in the manner of conducting the hardwood trade during the past fifteen years from the direct influence of the National Hardwood Lumber Association, would be as ridiculous as to attempt to separate day light from the sun of noonday.

And what is to be done under the existing condition of affairs?

Simply, let every member protect the integrity of this association—but, at the same time, set about patiently and intelligently to correct the error that has so widely been disseminated among the consuming trade. If this be done in the proper spirit, no man need lose a customer nor yet sacrifice a principle. To do more than this at this time would intensify a bad situation; to do less would be to lose that the value of which cannot be measured in dollars and cents.

Secretary Frank F. Fish then read an interesting report, as follows:

## Secretary's Report

This is the seventeenth annual meeting of the National Hardwood Lumber Association, and the second meeting to be held in Buffalo. It is nine years since this membership gathered in this beautiful city, and during that period the memory of the bountiful hospitality which was extended upon that occasion by the Buffalo lumbermen has remained with us, and we return today with a sense of again entering a home where the most perfect hospitality prevails. But while pleasant memories of the past are treasures not lightly to be regarded, the nine years which have elapsed between that meeting and this have carried with them attainments of a more substantial nature. It was at the meeting held in Buffalo in 1905 that the tentative methods of a volunteer service were supplanted by the permanent methods of a regular service. It was then that the first definite steps were taken toward the establishment upon a firm foundation of the extended system of inspection service which is today not only the efficient servant of this membership but also the keystone to the arch of successful accomplishment which marks the work of this association. Therefore, we return to Buffalo in order that, like Cadmus of old, we may once more place our feet upon the ground of inspiration, thereby renewing our strength for another decade of strenuous effort for the advancement of those interests which we seek to serve.

HOTEL STATLER, BUFFALO, CONVENTION HEADQUARTERS

In all ways the past year has been the most successful period through which this association has ever passed—not so much on account of the gain in membership, nor yet on account of the amount of lumber inspected, but because of the fact that the conditions prevailing throughout this country for the past twelve months have been of a nature to test to the uttermost the benefits to be derived from associated effort under proper direction, and in every instance this association has satisfactorily responded to the test; and while a number of other voluntary organizations of a similar nature are yielding to the pressure of existing industrial, financial and commercial depression and are evincing evidence of the approach of the sere and yellow leaf period, this association emerges from the ordeal stronger than ever before.

Since its organization, there has never been a time when the service of the inspection department has been of greater value than during the past twelve months. With a slacking demand for lumber inevitably comes a more technical inspection. While most buyers of lumber intend to be fair, when profits are at the vanishing point for all manufactured articles it is only natural that attempts be made to reduce the cost of raw material in every legitimate manner, and a bearing down on inspection usually results; but where the protection of National inspection is invoked, a line is drawn beyond which neither the necessitous nor the greedy buyer can go. Because of this protection afforded to our membership, some of our consuming friends have become restive and are even now attempting to put something over. But with the united co-operation of this entire membership, it will be easily possible to demonstrate to them that they are in error; that this association intends to wrong no man, but that its chief function is to see that no man wrongs any of its members. When this is thoroughly understood, the slightly discordant condition prevailing at the present time will pass away and comity and good will will once more be in evidence. As the years pass by, the solidarity of this membership becomes more and more apparent and absolute unity of purpose and satisfactory concert of action less difficult to obtain.

Since the convention in Chicago on June 5 and 6, 1913, 130 new applications for membership have been received, of which 12 were rejected on account of being ineligible or undesirable. Failures and withdrawals from business number 63; 12 have been dropped on account of being delinquent in dues; and 6 have resigned. The total number of new members admitted during the year is 118, being a net gain for the year of 35 members, bringing the present membership up to 894.

In the work of soliciting new members, greater care than ever has been exercised to canvass firms only of unquestioned standing in the trade, and the quality of the new members admitted during the past year attests to the care that is being exercised in the selection of new additions to this association.

Doubtless few, if any, of the members of this association have ever given thought to the changes that have taken place and which are constantly taking place in this membership. When we gather at these meetings and mingle with friends of many years' standing, whom we are accustomed to meet upon these occasions, the assumption is most natural that the entire personnel of the association is subject to but slight change from year to year. This assumption, however, is in error, as the mutations which are constantly occurring in our ranks are very great indeed.

In order to bring this feature prominently before this membership, permit me to cite the following condition, developed by a careful comparison of the membership list contained in the year book published just prior to the annual meeting held in this city nine years ago with the list as it exists today. A careful checking of these two lists develops the fact that of the 381 names appearing on the old list, but 125 are

[illegible] either to pull up stakes and seek a new location, or else enter some other line of business; and, as a rule, more adopt the latter alternative than the former. To this condition, perhaps, more than to any other, is due the steady depletion that is going on in the ranks of this association.

Then the financial mortality among our members is a factor constantly to be reckoned with, and those who depart from this cause rarely possess the ability to come back. Very few have left the association on account of dissatisfaction with its methods or from belief that the benefits derived from the connection are not commensurate with the expense entailed. A few leave on the impulse of the moment, inspired by a fit of peevish pique, but the next time their fingers are caught in a crack they are found clamoring for readmission.

[illegible] keep the ranks of the association filled and at the same time to increase the membership year by year; but up to the present this work has successfully been accomplished. It is the belief of the secretary that no other commercial organization in the entire country has been able to maintain throughout the past nine years the same degree of consistent and constant growth that has been evinced by this association.

To accomplish this result, each hardwood concern in this country, and in Canada as well, that is not already a member of this association, receives at least twice a year a complete statement of the benefits that result from a membership in the National Hardwood Lumber Association, together with a courteous invitation to unite therewith.

The time will come, of course, in the natural current of events, when the constantly ascending curve, denoting increasing membership, will reach the high point, but that time has not yet arrived. There is no good reason why the percentage of increase in membership that has been notable in the past should not be maintained for years to come. In fact, it is becoming more plainly patent as the years go by that membership in this association is a prime requisite to the successful operation of any class of hardwood business, and as the absolute truth of this proposition becomes more widely diffused, the work of proselyting for additional members will greatly be lessened, as all intelligent hardwood lumbermen will, of their own volition, naturally gravitate to our ranks.

The figures in detail of the inspection department for the year ending May 1, 1914, showing the quantity of lumber inspected in each market, with the amount earned and exact cost of maintenance, are submitted below without comment:

| Market | [illegible] | [illegible] | [illegible] |
|---|---|---|---|
| [illegible] | [illegible] | [illegible] | [illegible] |
| [illegible] | [illegible] | [illegible] | [illegible] |
| Grand Rapids, Mich. | [illegible] | [illegible] | [illegible] |
| Memphis, Tenn. | [illegible] | [illegible] | [illegible] |
| [illegible] | [illegible] | [illegible] | [illegible] |
| [illegible] | [illegible] | [illegible] | [illegible] |
| [illegible] | [illegible] | [illegible] | [illegible] |
| [illegible] | [illegible] | [illegible] | [illegible] |
| Cincinnati, Ohio | [illegible] | [illegible] | [illegible] |
| New York City, N. Y. | [illegible] | [illegible] | [illegible] |
| [illegible] | [illegible] | [illegible] | [illegible] |
| [illegible] | [illegible] | [illegible] | [illegible] |
| Chattanooga, Tenn. | [illegible] | [illegible] | [illegible] |
| [illegible] | [illegible] | [illegible] | [illegible] |
| [illegible] | [illegible] | [illegible] | [illegible] |
| [illegible] | [illegible] | [illegible] | [illegible] |
| [illegible] | [illegible] | [illegible] | [illegible] |
| [illegible] | [illegible] | [illegible] | [illegible] |
| [illegible] | [illegible] | [illegible] | [illegible] |
| [illegible] | [illegible] | [illegible] | [illegible] |
| [illegible] | [illegible] | [illegible] | [illegible] |
| [illegible] | [illegible] | [illegible] | [illegible] |
| [illegible] | [illegible] | [illegible] | [illegible] |
| Nashville, Tenn. | [illegible] | [illegible] | [illegible] |
| Baltimore, Md. | [illegible] | [illegible] | [illegible] |
| [illegible] | [illegible] | [illegible] | [illegible] |
| [illegible] | [illegible] | [illegible] | [illegible] |
| [illegible] | [illegible] | [illegible] | [illegible] |
| [illegible] | [illegible] | [illegible] | 7,914.55 |

The finances of the association throughout the past year have been in a most satisfactory condition at all times, and all bills and obligations of every nature have promptly been paid. On June 1 there was no outstanding indebtedness of any nature whatever. The following is a detailed statement of the receipts and disbursements, together with figures from the books of the association showing the outstanding accounts due to the association, the correctness of which is certified to in the attached report of Marwick, Mitchell, Peat & Co., public accountants and auditors:

RECEIPTS

| | | |
|---|---|---|
| Balance reported at convention, June 5, 1913.... | | $ 3,762.60 |
| From membership dues .......................... | $38,376.40 | |
| From inspection fees .......................... | 63,308.81 | |
| [illegible] | [illegible] | |
| From balance on advertisements in convention program, June 5-6, 1913.................... | 531.58 | 102,877.09 |
| | | $106,639.69 |

DISBURSEMENTS

| | | |
|---|---|---|
| [illegible] | [illegible] | |
| Printing and Publicity | [illegible] | |
| [illegible] | [illegible] | |
| [illegible] | [illegible] | |
| [illegible] | [illegible] | |
| Rent | [illegible] | |
| Office Expense | [illegible] | $ [illegible] |
| Leaving a balance on deposit at the Fort Dearborn National Bank June 1914 of | $ [illegible] | |
| In the [illegible] Bank | [illegible] | |
| And cash on hand | [illegible] | |
| Total in [illegible] | | $ [illegible] |
| In addition [illegible] employees $600.00, a total of................ | | $ 15,118.16 |
| Bringing resources in cash and good outstanding accounts to | | [illegible] |

[illegible]

| | |
|---|---|
| Balance on hand reported at convention, June [illegible] 1913 | $ 650.00 |

During the year six meetings of the executive committee and board of managers have been held as follows:

| | |
|---|---|
| Board of Managers................................ | June 6, 1913 |
| Executive Committee | Sept. 17, 1913 |
| Executive Committee | [illegible] 1913 |
| Board of Managers | [illegible] 1914 |
| Executive Committee | April [illegible] 1914 |
| Board of Managers................................ | June 17, 1914 |

The interest that the association work inspired on the part of those who hold positions of trust is well evidenced by the attendance at all of the above meetings. At each meeting of the executive committee the entire membership of that committee was present, and the attendance at the meetings of the board of managers have been surprisingly large in each instance. At each of these meetings, all matters pertaining to the welfare of the association received careful consideration and, as a rule, an entire day was consumed by each meeting.

The secretary's report submitted last year contained a recommendation that a monthly bulletin be published, and as the recommendation was concurred in by the meeting, the first issue of the official bulletin appeared in June, 1913. As far as can be determined from correspondence and talks with the members during the year, this service has met with the approval of this membership; and the secretary's office has been relieved of a weight of correspondence, while at the same time operating expenses have been reduced as a result of substituting this method of communication for the circular letter formerly used to acquaint members with matters of interest transpiring in the administration of the affairs of the association. It may be proper, however, for the secretary to suggest that a still greater amount of benefit could be derived from this monthly publication if the members to whom it is sent would devote a few moments of their time each month in the perusal of its contents. No issue has been published that has not contained items of vital interest to the entire membership, and therefore I would urge that when the official bulletin is received, [illegible]

Your attention is invited to the work being done in the reporting department which was established two years ago. While the work performed in the early stages of this department was of necessity more or less experimental, we have been successful in furnishing information of great value to many members and have accumulated a file, which is unquestionably a firm foundation for an extended reporting department that should prove invaluable to the membership. Our efforts thus far have established the fact that a majority of large consumers throughout the United States and Canada are willing to extend their co-operation, not only to the extent of furnishing statements of assets and liabilities, but also of filing a list of their annual requirements in hardwoods, which is a feature not heretofore covered by any trade association or mercantile agency. It is planned to give this department closer attention during the ensuing year, and by the introduction of several new features to establish a service that will be of still greater value to every member of this association.

While the major portion of the attention of the association has been devoted to the administration of affairs peculiar to the hardwood trade, sight has not been lost of the obligation due from an organization, possessing the degree of prestige enjoyed by this association, to general business interests. As this membership is aware, this association is federated with the Chamber of Commerce of the United States, a body which is accomplishing a great work in affording an adequate and effective channel for the expression of the views of all business interests upon the more important questions of legislation that have a bearing upon the prosperity of the entire country. The chamber held its second annual convention in Washington, D. C., on February 13 and 14, 1914, and this association was represented by delegates which included its president and secretary. The meeting was very interesting and profiable, and those who were in attendance came away fully convinced that the chamber is justifying, in a very efficient manner, its existence, by reason of the important functions it is discharging in the interest of business in general.

During the year three referenda have been submitted by the chamber, and this membership has had an opportunity for expression upon some of the most important questions of the day. It is to be regretted, however, that in each instance a very light vote was polled by the membership of

the association. Owing to the limited response obtained from our membership at large on the referenda that have been submitted, and the expense connected with polling the vote of individual members of the association, the secretary requests that authority be given the board of managers to cast the vote of the association on questions which hereafter may be submitted by the chamber.

The most trying feature connected with the position of secretary of this association is the brief tenure of office enjoyed by its presidents. Since my connection with the association I have served under five chief executives, and when each one left office it seemed to me that the association had suffered an irreparable loss. But the new incumbent in each instance picked up the reins of government laid down by his predecessor, assumed the responsibility of office, completed the unfinished tasks and carried forward all the work to a successful issue.

The record made by the retiring president requires no eulogy from the hired man of the association. It has at all times been an open record, a clean record and certainly a most satisfactory record to every member. Whatever the future may have in store for President Barnaby—and we all hope it is nothing but good things—he leaves behind him, as an imperishable monument, that record of two years of arduous, faithful and efficient service to the National Hardwood Lumber Association.

### Forestry Committee's Report

Following Mr. Fish's report, John M. Woods, chairman, reported for the committee on forestry. In approaching the problem of taxation of forest land, he cited the movement in his own state which had for its object an arrangement by which such land is to be taxed annually at its value as land, without regard to what is growing on it. When any of the timber shall be cut for commercial purposes, it is to be taxed according to its value. This will be a sort of income tax, which will come only occasionally and only when a forest crop is being harvested. It was argued that such a system will remove the temptation to cut timber from land merely to lower the tax rate on the land.

Mr. Woods said that the forest lands of Massachusetts have been segregated on the basis of the timber they bear. Some of it is merely brush land and at this time has no crop of timber. By inference, this system was recommended for the whole country. Thus a basis could be found for applying an equitable system of taxation which would encourage rather than destroy forests.

#### Reforestation Recommended

The report recommended reforestation of lands which are unsuited to the growth of farm crops but will produce trees. By this means waste land will be reclaimed from its unprofitable state and set to work producing something for the use of the people. Particular mention was made of overflow lands along the lower Mississippi and the pine lands in the North from which the trees have been cut.

Protection against fires, beetles and other enemies of the forests was recommended, but details of methods by which this could be done were not given.

However, the report expresses little hope that relief will come from any action which Congress is likely to take in the immediate future. There is no indication that anything of benefit to forests and lumbermen will be done by the present administration, which is apparently indifferent to the lumber business, if not actively hostile toward the interests of those who are carrying on the lumber business throughout the country.

The report of the commissioner of corporations, so far as it has been made public through the newspapers, was denounced as unfair and hostile in its treatment of the lumber industry, and lumbermen everywhere were urged to take measures to protect their interests, which were said to be in danger. This, it was said, could be done only by standing together and presenting a solid front when their interests were menaced by hostile legislation or by unjust or unfriendly acts of officials. The administration's policy of attacking business generally and injuring it by threats or by prolonged uncertainty was denounced in the report in the strongest terms.

### Report of Transportation Committee

In the absence of James E. Stark, chairman of the special committee on overweight claims, Mr. Stark being confined to his home on account of sickness, there was no report from that body, the next being the report of Emil Guenther, chairman of the transportation committee, which, however, was read by F. S. Underhill, as Mr. Guenther was unable to be present on account of illness.

Very few letters and complaints were received from our members during the year, which appears to be evidence that there is a much better feeling and understanding between the shippers and the railroad companies.

A great number of important decisions have been rendered by the Interstate Commerce Commission, all of which have appeared from time to time in the various lumber trade journals, and on account of their complete reports no mention will be made, but your committee cannot refrain from giving due credit to the various lumber trade journals for their interest and attention given to traffic matters. The various lumber interests being one of the largest revenue producers to the railroads are entitled to just and equitable freight rates and it is the experience of your committee that the Interstate Commerce Commission has endeavored to protect the lumber interests whenever possible to do so.

The public should at all times co-operate to obtain only such legislation which will secure industrial peace and public convenience and to accomplish progress in the direction of equity for all concerned. Unduly restrictive legislation cannot fail to affect railroads and will prevent a proper rate of expenditure on new equipment and necessary improvements. Since it is conceded that the railroads are large consumers of lumber, and next to our agriculture are our greatest industry, it is to our own interest that all legislation should be reasonable and just, and this is a time when fairness on both sides will bring about the quickest and best solution of the existing difficulties. While railroad regulation has come to stay, such control, however, must be equitable, as otherwise car shortage, delays and general inefficiency would greatly interfere with normal business.

The existing conditions also necessitate the serious consideration of water transportation. No less an authority than Dr. Patten of the University of Pennsylvania, in his recent article on "Pennsylvania Resources," clearly proves the importance of restoring cheap water transportation. Therefore your committee would recommend most earnestly to the members of our association that they should further such interests in their several states whenever possible to do so.

In conclusion, the committee desires to state that the foregoing are suggestions of only such matters as are pertinent in the interests of our members.

### Report of Waterways Committee

The waterways committee report read by the chairman, E. T. Miller, was unusually interesting. It follows in full:

Your committee of waterways begs to report that the year since our last report has witnessed not only the practical and successful opening of the Panama Canal, perhaps the most important waterway undertaking of history, but also an interest in and revival of business on our inland streams, which for many years have been neglected, more particularly on the Mississippi river and its tributaries, though there has been less time and money expended for big conventions.

Whether the streams of the Atlantic seaboard have required less attention or are better fitted by nature for a large traffic, or whether the people of that section are more alive to the value of these streams, the fact remains that these streams have been in greater use than those further west and capable of handling as great a traffic. The last two decades have been notable for the disappearance of steamboats from the Missouri, the Arkansas and the Red rivers and their tributaries, which serve a larger population than any other system of rivers in the country; and for a very great decrease in the traffic on the Mississippi and Ohio. During the last year a successful effort has been made to increase the business on the Mississippi; a line has been established on the Red and Ouachita, and similar moves are on foot for the Missouri and the Arkansas. The government is spending millions of dollars on a series of locks and dams to maintain navigation on the Ohio the year round instead of letting it dwindle in the autumn to a creek good only for watering the cows, and the outlook now is that the steamboat whistle, instead of frightening the children with its unaccustomed sound, will soon be welcome music in the entire valley.

The attention of the country having been centered on the completion of the Panama Canal, and all the hoardings in the government's old sock being needed therefor, no very great things in other lines have been undertaken outside of carrying forward projects already on hand and reported on. Your committee submits that the two most important waterway projects now before the nation are the successful control of the Mississippi, both to improve navigation and prevent flood ravages, and the completion of the Intercoastal canal.

The problem of the Mississippi is one of the oldest ones we have, yet far from solution, and the application of the remedy still apparently far off. By reason of the fact that the Mississippi is the only drainage outlet for sixteen states and partly for some eight or ten more, reaching as far east as Pennsylvania and West Virginia and as far west as Montana and Colorado, we reaffirm the conclusion of our last report that the control of this stream is an affair of the nation and is wrongfully made a burden on the states of Arkansas, Louisiana, Tennessee and Mississippi. These states have borne an enormous burden of taxation for many years to protect themselves from floods occasioned and increased by the drainage of the upper valleys.

We also submit that while the Panama canal will be of immense value to the United States and the world at large, yet the expenditure of its cost on the Mississippi river and its tributaries would have resulted in more good to this country in one year than will accrue by reason of the canal in five years, the loss by the floods of 1912 and 1913 being as great as the value of the entire commerce of the canal for any year. The latter movement would have been for the benefit and protection of our own

cheaper freight can be handled by water, and now that we have provided the water, we are met by the whine that we haven't done enough yet.

wise trade from all tolls.

One of our members is committed to the theory of depending almost solely on additional and enlarged levees for protection against overflows, and in this he seems to have the support of many waterway engineers. Others are quite sure that the better solution is by providing additional

quite evident: that increasing the carrying capacity of the Atchafalaya river, which forms an outlet of the Mississippi from the mouth of the Red river, would very certainly protect that portion of the valley lying below the mouth of the Red river and relieve us from the maintenance of a heavy line of levees on both sides of the Mississippi more than 200 miles long. Above the mouth of Red river levees will have to be the main dependence for flood protection, and these must be big enough to protect.

The Intercoastal canal is designed to form a protected waterway from Boston to Galveston, enabling vessels engaged in the coastwise trade to avoid the dangers of the open sea and save an enormous annual toll of treasure and human life incident to the Atlantic coast line. Much of

and the national government is taking a hand, and reasonable progress is making for its completion. Its feasibility and usefulness have been demonstrated.

We beg leave to quote from a recent article in the Saturday Evening Post, by B. G. Humphreys:

"The rivers whose improvement and maintenance are provided for in the bill now before Congress floated last year a commerce amounting to 203,313,128 tons. This is exclusive of the traffic on the rivers connecting the Great Lakes, and does not include the tonnage of our harbors. These figures will be more readily understood when compared with the tonnage of other transportation routes. It is estimated that the total tonnage that will pass through the canal in 1915 will be 20,125,120 tons. The freight carried from coast to coast by all our railroad is 3,000,000 tons. In other words, the rivers, large and small, for which we are providing in our river and harbor bills float yearly as much tonnage annually as will pass through the Panama canal and the Suez canal, plus the cross-country tonnage of the railroads for ten years."

We submit as our conclusions:

That the one and all-important waterways problem confronting the people of the United States is the control of the Mississippi river and its tributaries with regard to flood prevention and incidentally thereto the improvement of navigation. And it is our opinion that this so far dwarfs in importance all other projects as to call for the discontinuance of all other than absolutely necessary work on other projects and the concentration of our energies toward the successful accomplishment of this end, even to the stopping for a time of additions to our public buildings and the limiting of all other schemes of internal improvement. This is not a scheme for just getting money out of the treasury or reclaiming or creating new agricultural territory, but of making safe that which has already been improved and developed, covering an area greater than all the reclamation projects, and lands whose fertility and productiveness are unexcelled. And after we have made safe this great inland empire and protected its millions of present inhabitants from annually recurring threats of hunger, disaster and death, that we then turn our attention to those other projects that will lead to increasing our cultivable area. Rather than grasp after that which lies without our gates and make a mighty struggle for that which we have not, let us make a mighty and successful effort to hold that which we already have, and protect those of our own people to whom our very acts have been a menace rather than a

This concluded the business session for Thursday. The meeting adjourned a little before one, in order that the Niagara trip could

## FRIDAY MORNING SESSION

The session on Friday morning had a considerably greater attendance than the session on Thursday, as there were quite a number of visitors who had arrived in the meantime and had registered.

F. A. Diggins of Cadillac moved at the opening of the Friday

### Report of Inspection Rule Committee

splendid work and devotion to the association on all inspection matters.

The rules as submitted a year ago, under the leadership of Mr. Pritchard, the committee feels have been most satisfactory, for the reason that there has been less complaint and recommendations submitted to the committee during the year than for several years past; and, under the business conditions which have existed, this is especially gratifying.

We have at times, recommendations for special changes which we are always glad to consider, but the work of the inspection rules committee, as we understand it, is to make standard grades—a grade that is good in Maine as well as in Texas; and while the committee would be only too glad to make rules for each individual member if that were possible, we must consider the commodity we are handling, and recommend only rules that are practical to buy and sell on; as only in this way can we establish standard grades. This has always been the aim of this committee, and I trust it always will be. We must consider in our deliberations the manufacturer of lumber on one side and the consumer on the other, and travel as nearly as possible in the middle of the road, so to speak. The rules of the National Hardwood Lumber Association cannot govern the growth of timber, nor the seasoning of lumber; neither do they have anything to do with of whom the lumber shall be bought, or to whom it shall be sold, nor do they control the price of lumber. Its only function, and its great value, is the standardizing of grades, and the absolute protection to both buyer and seller of these grades.

Many times a shipment of lumber that is made out of an inferior lot of logs will survey out up to the standard grade as specified by the rules. If such shipment is unsatisfactory, the buyer immediately finds fault with the rules, while as a matter of fact, the trouble is not with the rules, but from the fact that a good lot of lumber cannot be made from inferior logs. We often forget that the rules specify only the poorest piece that can go into a grade, and lumber made from good logs will always produce a large percentage of lumber in each grade that will run better than the rules specify. It is therefore up to each buyer who wants high-class lumber to specify just what he desires to get, and not to expect the rules to be a cure for all unsatisfactory shipments.

To go back previous to the formation of the National hardwood inspection rules, we are all aware that there were a great many different ideas as to what the grades of lumber should be. A shipment made in good faith, it was found the customer's idea was such that a discount of several dollars a thousand was necessary in order to get paid for the shipment. On the other hand, an inferior shipment might be made to a customer who had in the stock immediately upon its arrival, to fill an order; and while he realized that the grade was below what was customary, he was unable to wait for satisfactory adjustment, on account of the condition of his business, and had to use the shipment the best he could, and pay the bill in full at a loss to himself. The idea of having a standard set of rules, and the general use of the same, which prevails today, has entirely overcome these unfair business methods—not in an arbitrary way, but by entirely fair and equitable means.

The statement has been made that on account of the present rules the same article manufactured today costs quite a good deal more than it did under previous rules; therefore the inference would be that the rules are responsible for this condition. Let us consider the conditions twenty-five to thirty years ago. Many of us recall the kind of lumber that was then being produced. It was no trouble to get cherry and black walnut running practically 10 to 30 inches wide and 16 feet long, and at the price we are now paying for the common grades. In quartered oak we could get practically clear lumber, running from 7 to 20 inches wide, at the price, or even less, than we are now paying for the common grades. Did the establishment of the rules change these conditions? Not by any means. The kind of timber that produced that kind of lumber is all gone. In those days, we got poplar with all the 18 inch and wider at the regular price, and in the quartered oak, all the 10 inch and wider at the regular price. Today these things are entirely changed—and why? On account of the rules? Not by any means. Simply to meet the demand of new conditions. Supposing that the rules first established had never been changed. Under the present condition of timber supply and demand of lumber, what do you think would be the price of firsts and seconds or even No. 1 common quartered oak and other woods? Many mills would not be able to supply any, and those that could supply it would be entitled to get a price that would be prohibitive for anybody to pay, on account of the supply and value of timber conditions.

It would therefore seem logical that if the grades of lumber have been lowered in the last sixteen years, that this fact alone has tended to keep down the cost of the higher grades of lumber. As a matter of fact, the cost of lumber today is much less than in 1912, but this condition is, to my mind, not so much on account of the rules as it is in spite of the rules, due very largely to the lack of business, and the consequent cur-

tailing of the demand. The cost of lumber is therefore largely controlled by the conditions of timber supply and the demand for the same.

If it were possible for the members to attend our rules committee meetings, I think many of you would realize more fully how very difficult it is to frame up rules that will work out on an absolutely technical basis, and how nearly impossible it is to make rules that will not be somewhat elastic, and must be applied a great many times with considerable common sense, instead of absolutely to the letter of the rule; although it is the aim of the committee to make every rule just as clear as possible, and to have only one meaning.

Very distinctly do I recall the first meeting of the rules committee that I attended; how very forcibly impressed I was with the absolute fairness of each member of the committee to legislate only in a way that would do justice to both ends of the trade. Every subject was given most careful and thoughtful consideration, and all matters being discussed with an idea of bringing out every possible contingency that might arise. I have known of a single point being discussed for several hours, so as to get the idea properly worded and written, with as few words as possible. I do not recall a single subject being placed before this committee for consideration that has been either rejected or recommended for adoption, that did not receive practically the unanimous approval of every member of the committee.

We are aware that special effort has been made in certain sections to buy lumber of our members on rules other than those in force. We hope that the members will discourage this effort, as the committee would like to feel they have the support of all members on the rules as adopted by the association.

The last meeting of the inspection committee was held in the association rooms on April 28 and 29. A great many subjects and recommendations were presented for consideration. After spending one whole day and a part of the second day, we were of the unanimous opinion that no change in the rules was required at the present time. In going through the inspection book, we found a few typographical errors, which will be rectified in the new issue of inspection books.

We find that there is a demand for a uniform inspection of plain sawn flitch lumber used by the manufacturers of agricultural material, and would therefore recommend, on page 13 of the inspection rules book, under the caption of Special Inspection, the following rule, to be inserted:

Plain sawn flitch lumber shall be graded according to the general rule applying to the kind of lumber inspected, with the exception that it must be measured on the narrow or sap side in the center of the piece between the wane or bark, and graded into any of the grades of No. 3 common and better, to which its quality entitles it. There is no restriction to heart in the grades of common.—This rule does not apply to veneer flitches.

We also find a demand for inspection of wormy beech, which is not covered under the present rules. We therefore recommend that on page 22, under the caption of Ash, Beech, Birch, Hard Maple and Sycamore, that the following rule be added:

WORMY BEECH

Shall be graded according to the rule for Beech No. 2 common and and better, with the exception that pin worm holes shall not be considered a defect.

The committee also discovered in the inspection of mahogany there was no reference made to "heart defects." We therefore recommend, on page 46, under the caption of Mexican and American Mahogany, addition of the following to the rule of No. 2 Common:

"There shall be no restriction to heart in this grade."

Also on page 48, under the caption of Cuban Mahogany, add to the Rejects the following: "There shall be no restriction to heart in this grade."

The committee is unanimously of the opinion that these recommendations are for the best interests of all its members, and therefore recommend their adoption.

The report was adopted by the convention as read. F. S. Underhill of Philadelphia making the motion.

President Barnaby in commenting on the address of E. F. Trefz, field secretary of the Chamber of Commerce of the United States, requested that Earl Palmer, who is the national counselor of the National Hardwood Lumber Association to the Chamber of Commerce, introduce Mr. Trefz. Mr. Palmer spoke feelingly on the absolute need for such a body as the national Chamber of Commerce, outlining the economic development of the country which has led up to its necessity. He said that all the thinking population realizes the "new ferment" in social and industrial life; new ideas and standards bringing with them new conditions to be met and new waters of industry and business to be charted.

Mr. Palmer expressed himself as believing that no medium could be so well qualified to centralize the expression of business and voice that expression as is the national Chamber of Commerce. He also stated that before that body was organized there was no such medium.

Mr. Palmer stated emphatically that business men cannot afford to remain still in the face of legislative development affecting business as a whole; that they formerly enjoyed the privilege of legitimate lobbying at Washington; that this practice even when carried on honestly is now considered an offense that will not be tolerated.

Mr. Palmer expressed himself as believing that business has as much right as the laboring elements of the country to express its opinion before the national body at Washington, and that through the Chamber of Commerce it will exercise this right; that with the prestige rendered this body by the eminent men at the head of and otherwise connected with it, Congress cannot afford to ignore its suggestions.

Before introducing the speaker, Mr. Palmer suggested the importance of an intelligent interest in the big questions before the nation, which are being taken up by the National Chamber of Commerce. He said that the new movement in business and industry can be made either a force for tremendous good or for great evil.

Mr. Palmer then introduced Mr. Trefz, who delivered a splendid address full of material for deep thought. On account of lack of space, this will be carried as a special article in next issue of HARDWOOD RECORD.

### Report of Committee on Officers' Reports

W. H. Russe, chairman of the committee on officers' reports, delivered that report as follows:

Your committee has carefully analyzed the report of President Barnaby, and recommends to this membership the adoption of the recommendation that the words "approved by the president" be eliminated from the third paragraph of Section 2, Article 2 of the by-laws.

We also wish to congratulate both the president and secretary-treasurer upon the completeness of their reports, as well as the efficient manner in which they have conducted the affairs of the association during the year.

Gordon C. Edwards of Ottawa, Ont., president of the National Wholesale Lumber Dealers' Association, was called upon by President Barnaby, who gave a short talk of appreciation of the opportunity of attending the convention.

Secretary Fish then announced an automobile ride was planned for the visiting ladies, which, however, was called off later on account of rain.

The meeting then adjourned until the afternoon session.

## FRIDAY AFTERNOON SESSION

The report of the resolutions committee, Earl Palmer, chairman, was the first business of the session of Friday afternoon. Mr. Palmer read the following resolutions, moved their adoption, and the same were unanimously adopted:

### Report of Committee on Resolutions

RESOLVED, That authority is hereby conferred upon the board of managers of this association to cast the vote of the membership of this association on any referendum that may be submitted by the Chamber of Commerce of the United States of America.

WHEREAS, There is now pending in the Senate the Nelson Bill (S4507), and in the House of Representatives the McKellar Bill (HR8753) offered in amendment of the Harter act and proposing to correct the evils which have come about through the operation of that law as it now stands on the federal statutes; therefore be it

RESOLVED, By the National Hardwood Lumber Association, in convention assembled, that we express our unqualified endorsement of these bills and that we urge their early consideration and prompt passage; and be it further

RESOLVED, That we favor a further amendment to the Harter act making illegal the strike expense clauses now being considered by the International Steamship Federation and the North Atlantic Steamship conference, for adoption in their steamship bills of lading; and be it further

RESOLVED, That this resolution be spread upon the minutes of this meeting and that copies be sent to Senator Knute Nelson, Congressman K. D. McKellar and Chairman J. W. Alexander of the house committee on Merchant Marine.

In seconding the motion to adopt the last above resolution W. H. Russe said:

I would like to explain to the members that the Harter act is an act passed by Congress a number of years ago in reference to shipping by foreign vessels. As usual, in the case of a great many such bills, after passing from one house to the other, it contained a little rider, which really took away the effect of the bill as it was intended. All who are exporting lumber at the present know that the bills of lading issued by the steamship lines are full of all sorts of clauses, but they all contain the clause that any clause that conflicts with the Harter Act shall be null and void. That is all very nice for this side, but on the other side that bill of lading stands. We have been trying for several years to get this bill amended. At the last session of Congress the same bill was

clause.

M. Palmer read a letter received by F. J. Nichols & Cox, Grand Rapids, Mich., Mr. Palmer stating that the committee did not recommend its adoption.

Briefly, the resolution called for what Mr. Nichols described as an improvement in the character of service rendered by the deputy inspectors employed by the association. This improvement, according to the resolution, was to be realized by the maintenance of a school of instruction to be established at the headquarters of the National Hardwood Lumber Association, which school would be equipped with suitable space to carry samples of from 500 to 1,000 feet each of the various kinds of hardwoods, these samples to be as near the line of grades as possible, each board to be numbered and grade properly recorded after being passed upon by the inspection rules committee.

The resolution further provided for the appointment of an assistant chief inspector to have direct charge of this school and to instruct and examine all inspectors of the association, those not being able to inspect within two per cent of the recorded lumber not being allowed to perform association work until they had further perfected themselves. Examinations should take place once a year.

Mr. Nichols moved the adoption of this resolution, but after considerable discussion it was finally referred to the board of directors.

President Barnaby asked F. S. Underhill of Philadelphia to speak briefly regarding a special membership arrangement of the national Chamber of Commerce. Mr. Underhill said that under this new arrangement the National Hardwood Lumber Association is entitled to its association membership and twenty-five individual memberships. This is the result of a campaign for individual members, 5,000 such memberships being open. The members are permitted to attend meetings, but cannot vote individually. He said that up to the first of June seven members had applied for the individual memberships and eighteen more were necessary. He asked for individual subscriptions on this basis at $25 a year. As a result seven or eight additional members were secured.

Secretary Fish then read a letter from the American Forestry Association, issuing an invitation to the mid-summer meeting of that organization to be held at Chautauqua on July 9 and 10.

President Barnaby then made the formal announcement of the new officers and directors to be elected.

John M. Woods moved that a committee of five be appointed to bring in the names of seven directors to serve for three years. John M. Woods, J. W. Dickson, T. M. Brown, C. A. Goodman and P. Moore were appointed.

W. W. Knight of Indianapolis moved that balloting for the office of president be made by written ballot.

President Barnaby then introduced a question which was earnestly and heatedly discussed for an half hour. It seems that there is a specific provision in the by-laws that voting by proxy will not be permitted. It seems that there had been considerable discussion and difference of opinion as to exactly who constituted a proxy. One side maintained that any representative of a firm, not actually a member of that firm, is a proxy and not entitled under the by-laws to vote. The other faction maintained most emphatically that any accredited representative of any member of the association had the unquestioned right to cast the ballot of that member, and after a heated debate on this question it was finally decided that that was the case. It eventually turned out that this discussion was futile as the election of the new president was unanimous, the nomination being closed after his name was suggested.

Notwithstanding the fact that there had been up to the very hour of the election of the president, active campaigning by the partisans of both of the candidates, this campaigning being done on rather

for [illegible]

arrived that the preliminary work really went for nothing.

President Barnaby called for nominations for the office of president for the ensuing year, and then very much to the surprise and amusement of the convention, there was an entire absence of action of any kind on the part of the adherents to either faction in the election. The plans of both parties seemed to go somewhat awry, and finally H. R. Humphries of the Aberdeen Lumber Company, Pittsburgh, arose with a smile and looking around in a questioning sort of a manner, proposed the name of E. V. Babcock of Pittsburgh as president.

This nomination was seconded by June Allen of Memphis. J. L. Kendall of Pittsburgh spoke in behalf of Mr. Babcock, telling of his unusual record and the unquestionable proof of his extraordinary ability.

After Mr. Kendall's talk, it was expected that the partisans of the other proposed candidate would nominate their man and fight the issue as far as possible on the floor of the convention prior to the election, but as minute after minute went by and nobody arose, a murmur of distinct amusement spread throughout the hall and finally the whole convention was voicing a humorous expression of the unexpected development.

Finally F. A. Diggins of Cadillac arose and moved that the nominations be closed, which motion was immediately carried.

On motion, the secretary was instructed to cast the ballot of the association for E. V. Babcock as president, and an interesting contest was thus tamely wound up.

Secretary Fish then read an announcement from John M. Pritchard of Memphis, secretary of the Gum Lumber Manufacturers' Association, requesting that all those interested in the production of gum lumber meet him in his room in the hotel after the convention [illegible].

President Barnaby appointed John M. Woods and F. A. Diggins as the committee to bring in the newly-elected president. These two gentlemen adjourned to the corridor immediately.

Before Mr. Babcock appeared, Mr. Barnaby voiced himself briefly in appreciation of the support he has received during his term of office by the secretary, fellow-officers and members of the association.

Mr. Babcock then appeared escorted by Mr. Woods and Mr. Diggins.

Mr. Babcock voiced himself briefly, but forcibly, in outlining what might be called his platform for the year. He told of the need for association patriotism, likening the inspiration of such patriotism to the inspiration which results in national and state patriotism and municipal pride. Mr. Babcock expressed himself as being opposed to changes in grading rules other than those which appeared to be absolutely necessary.

In commenting of the importance of the lumber industry, Mr. Babcock spoke as follows:

[illegible] lumber industry of the United States employs about 785,000 men. Its manufactured products are valued at $1,160,000,000. The products of the great iron and steel industry of the country are valued at slightly less than one billion dollars.

The business that we are engaged in is no mean business. The National Hardwood Lumber Association with its 900 members is the greatest organization of its kind in the civilized world, having for its main purpose the standardizing of inspection rules for hardwood lumber and the grading of lumber according to those rules. These rules have now become the recognized standard rules of the United States, Canada and all other markets. Occasional changes in the rules and the establishing of new grades are necessary, but frequent and continual changing of the rules should be discouraged by this association.

Its membership is greater and it is more prosperous and beneficial, both to the public and its members, than any other lumber organization. It has been and will be the policy of this organization to encourage hearty co-operation between the manufacturers and wholesalers of hardwood lumber, for this association believes that one is dependent upon the other—that they are inter-dependent one upon the other.

The association should encourage the selection of its annual convention cities at our great manufacturing, distributing or consuming centers or districts.

With Mr. Babcock in the chair, the nominations for vice-presidents were then opened.

W. W. Knight nominated J. V. Stimson for first vice-president.

This nomination was seconded by John W. McClure of Memphis, who expressed himself as very appreciative of Mr. Stimson's eminent qualifications for the office.

F. S. Underhill moved that the nomination be closed and Secretary Fish was instructed to cast a ballott for Mr. Stimson's election.

Alexander Schmidt of Cincinnati nominated Hugh McLean of Buffalo for second vice-president, this nomination being seconded by W. M. Weston. It was then moved that the nominations be closed and the ballot for Mr. McLean was cast by the secretary on motion.

Frederick L. Brown of Chicago was named for the third vice-president by Murdock McLeod of the same city. Theodore Fathauer also of Chicago seconded the motion, and on motion the nominations were closed and Mr. Brown was duly elected to the office by ballot cast by the secretary for the association.

While waiting for a report from the committee on directors, President Babcock asked for short talks from the newly elected vice-presidents. Mr. Stimson, Mr. McLean and Mr. Brown each responded briefly but effectively.

John M. Woods then announced that he was ready to report and recommended the following names as logical directors for the ensuing three years: Edward Buckley, J. L. Kendall, W. E. Chamberlin, Charles Barnaby, Alexander Schmidt, W. F. Hetherington and M. J. Quinlan.

These gentlemen were duly elected as directors for the three year terms.

John W. McClure of Memphis moved that the association put itself on record by a standing vote as appreciative of the unusually successful entertainment features offered by the members of the Buffalo trade. This motion was duly carried.

J. L. Kendall moved that a vote of thanks be tendered to retiring President Barnaby for his effective work during his three years of office.

Murdock McLeod of Chicago moved that all retiring officers and directors be accorded a similar vote of thanks.

The meeting then adjourned.

### ENTERTAINMENT

The entertainment for the visitors consisted of a well-organized and well carried out trip to Niagara Falls, followed by a banquet at the New Clifton Hotel on the evening of Thursday, the trip starting from the Hotel Statler, Buffalo, at 2 P. M. sharp. This is covered more fully in a story in another part of the paper in this issue.

The further features were an elaborate banquet tendered to the visiting men at the Hotel Statler on the evening of Friday, and a similar function given for the benefit of the visiting ladies.

The banquet was an elaborate affair and was carried off most successfully. Each diner was supplied with a booklet containing a list of songs in which selections were sung by everybody from time to time. On this occasion Edgar Niel acted as announcer, and carried off his part to perfection. A very effective harmony was gotten out of the visiting lumbermen.

The feature of the entertainment at the banquet, in addition to the offerings of professional singers, was a Dutch selection by A. W. Kreinheder, president of the Buffalo Lumber Exchange. A song, an old favorite, "Silver Threads Among the Gold," was sung. Thomas Ellicott Coale of Philadelphia, who possesses a pleasing baritone, led, singing the verses as a solo and calling for all of the banqueters to join in the chorus, which they did most effectively.

Fred Zander, a prominent business man of Buffalo, courteously accepted an invitation to assist in the entertainment. Mr. Zander is better than the average professional entertainer, being gifted not only with a brilliant mind and personality, but with a droll form of wit, which rendered his rambling talk unusually entertaining. His imitation of the one-time description of the Falls (?) at Rochester, as delivered by Daniel Webster when that gentleman was in a condition of stimulated mental activity, was especially amusing.

A catchy little song concerning the peculiar style adopted by the unnaturalized Dutch citizens was being whistled or hummed during the second day's convention sessions by everybody. Mr. Kreinheder volunteered to lead in the singing of this song at the banquet, using the German verses which usually go with it, the banqueters joining in the chorus.

A considerable number of the guests left in time to catch the late evening trains for different points.

The affair was well attended and a spirit of congeniality, which for the most part was not artificially inspired, prevailed.

## Baltimore Export Figures for May

The export trade, as measured by the statistics of the Baltimore Custom House, shows no improvement of a decisive character, the statement for May disclosing a continuance of the shrinkage in movement with which the trade has become familiar for more than a year. The last month, as compared with the corresponding period of last year, exhibits a falling off of more than fifty per cent in values, the aggregate being only $107,323 as against $261,863 for May, 1913. Again it is oak that leads in the falling off, the figures being 2,738,000 and 984,000 feet, respectively, though the percentage of decline in some other items is even greater, relatively. Practically every classification shows a heavy drop, the exhibit as a whole being rather discouraging. But there is one source of comfort, this being the reflection that as against April of the present year, a gain is to be recorded. The total value of exports for April was a little more than $104,000, so that the aggregate of $107,323 for May actually represents an upward turn that at least furnishes a basis for the hope that the worst has passed and that from now on a slow but steady recovery may be looked for. The exporters here have been extremely quiet and none of the recent developments have been of a nature to make the shippers feel more expectant, but it may be that the foreign requirements will expand from now on, the situation abroad being regarded as more favorable. The comparative export figures are as follows:

| | May, 1914 | | May, 1913 | |
|---|---|---|---|---|
| | Quantity, Feet | Value | Quantity, Feet | Value |
| Logs, Birch | 10,000 | $ 1,296 | 153,000 | $ 4,900 |
| Logs, Oak | 10,000 | 500 | 10,000 | 200 |
| Logs, Walnut | 101,000 | 6,498 | 526,000 | 32,890 |
| Logs, all others | 10,000 | 500 | 22,000 | 660 |
| Lumber, Oak | 984,000 | 35,956 | 2,738,000 | 87,830 |
| Lumber, White Pine | 29,000 | 1,200 | ..... | ..... |
| Lumber, Short Leaf | 245,000 | 7,028 | 341,000 | 11,701 |
| Lumber, Poplar | 49,000 | 1,812 | 373,000 | 17,471 |
| Lumber, Spruce | 28,000 | 1,260 | ..... | ..... |
| Lumber, Gum | ..... | ..... | 13,000 | 214 |
| Lumber, all others | 347,000 | 15,416 | 563,000 | 26,374 |
| Shook | ..... | ..... | 3,129 | 3,442 |
| Staves | 27,247 | 2,670 | 65,248 | 5,761 |
| All other manufactures of lumber | ..... | 10,937 | ..... | 3,245 |
| Doors | ..... | ..... | ..... | 5,275 |
| Furniture | ..... | 2,516 | ..... | 1,160 |
| Trimmings | ..... | ..... | ..... | 362 |
| All other manufactures of wood | ..... | 19,914 | ..... | 60,274 |
| Total | ..... | $107,323 | ..... | $261,863 |

## Eastern Retailers Lose Final Appeal

The supreme court at Washington handed down A decision on June 22 which declared it illegal for retail lumber dealers to blacklist wholesalers for seeking to sell direct to consumers. The case came to the supreme court on an appeal by the Eastern States Retail Lumber Dealers' Association against an injunction issued against it by the circuit court of southern New York. The association was charged with conspiring to prevent wholsale lumber dealers from selling direct to consumers. It was held that the retailers may stop dealing with a wholesaler who they think is acting unfairly, but his rights do not include an effort to persuade others to do the same.

## The Intermountain Rates

On June 22 the United States supreme court at Washington handed down a decision in what is known as the "intermountain rate case." It upheld the zone system as established by the Interstate Commerce Commission. That means, in substance, that railroads shall not charge more for a short haul than for a long one passing over the same routes; and that the commission, and not the railroads, has authority to suspend this rule. The United States is divided into five zones, and railroads passing through two or more zones shall not charge less for a distant one than for the one nearer, without permission from the Interstate Commerce Commission.

A GROUP AT DEVIL'S HOLE

THE END OF THE SEVENTH SELECTION AT DEVIL'S HOLE

# The Niagara Falls Trip

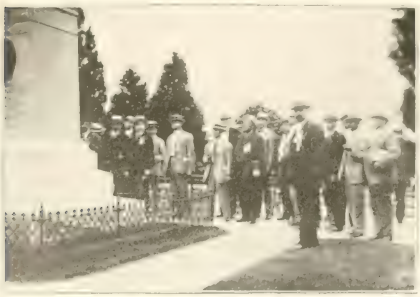
It seemed impossible to anticipate in advance the trip to Niagara Falls planned by the Buffalo Lumber Exchange for the visitors to the National Hardwood Lumber Association convention, that such an immense project involving the handling of 500 or 600 people could be successfully carried out over a route which at the same time was open to the public and the arrangements for which had been so elaborate. It turned out, however, that the well-oiled machinery organized for the occasion ran smoothly with the entirely unforeseen and almost inconceivable happening that in the midst of the tremendous power of the rapids and the falls, a delay of three-quarters of an hour was effected by a shortage of power which would not take the cars up the two comparatively slight inclines which they had to climb. Except for this, however, everything went off smoothly and with the utmost enjoyment on the part of everyone.

The slight shower which occurred at Brock's Monument did not mar the occasion, but rather lent a little additional interest and amusement, especially to those who were fortunate enough to gain the shelter of the cars before the real force of the downpour arrived.

The excursion started from the Hotel Statler, Buffalo, promptly at 2 o'clock on Thursday afternoon, the weather being promising at that time. The cars lined up before the Statler hotel and started out as filled, there being twelve cars in all. The trip through Buffalo, past the beautiful residence sections and the imposing manufacturing districts, was made interesting by the "captains" of the various cars who explained the different points of interest as they were reached. Each captain was backed up by a lieutenant whose chief business it was to assist the conductor in seeing that no one got by without biting off the proper portion of the trans-continental ticket each was required to carry, and also took it upon himself to zealously and jealously guard the supply of cigars which had been provided by the Buffalo lumbermen for him to carry ostentatiously around under his arm. It is true that in most of the cars the attending lieutenant condescended to open up the first box, but whether or not the second box was but a bluff or whether the lieutenant considered it legitimate plunder could not be learned.

Eventually, after turning an unusual series of corners, climbing inclines, seemingly for the mere purpose of enjoying the coast down the other side, the party arrived at the city of Niagara Falls, where a stop of three minutes was made before the first bar sighted. It can readily be appreciated that after a warm ride lasting an hour and a half a considerable number of the excursionists were anxious for the capture of this stronghold by immediate attack, but as each car got up to the spot, and the besiegers were ready for attack, the conductor gave the signal to go ahead again, and the attacking parties dropped back in their seats exhausted from the nervous strain of their anticipated enjoyment of the prospective spoils.

The cars then started on a slow trip across the international bridge, where a great many of the visiting lumbermen were given their first sight of the grandeur of Niagara. The light struck the deep waters of the Horseshoe Falls on the Canadian side at just the right angle to bring out the intense and beautiful greenness which characterizes that section of the Falls. In contrast with this the shallower waters of the American Falls were one foaming mass of white. There was just enough haze to give to the scene the vague



LOOKING AT BETTY INGERSOLL'S MONUMENT AT BROCK'S

LOOKING THE WRONG WAY TO SEE THE GORGE AT DEVIL'S HOLE

THIS PICTURE IS PUBLISHED WITH THE UNDERSTANDING THAT NOBODY WILL LET HAMILTON LOVE SEE IT—THIS IS WITHOUT FIRST SEEING GEORGE GALL OF TORONTO. GEORGE IS A LITTLE NERVOUS ABOUT THIS "EVIDENCE." YOU WILL NOTICE THAT HE TRIED TO APPEAR AS THOUGH HE WERE "ALL BY HIMSELF"

JOHN W. McCLURE CONFIDING TO JUNE ALLEN A SCHEME FOR UTILIZING THE POWER OF THE HORSESHOE FALLS TO OVERCOME THE FORCE OF GRAVITY AS IT AFFECTS SOUTHERN HARDWOOD VALUES—DAVIDSON STEALING THE TIP FOR THE BENEFIT OF HIS PARKERSBURG FRIENDS

ORSON E. YEAGER KEEPING SOME OF HIS FRIENDS FROM BEING BORED WHILE WAITING FOR DINNER AT HOTEL CLIFTON

C. A. GOODMAN, MARINETTE, WIS., AND E. J. YOUNG, MADISON, WIS., CUTTING UP WHILE THEY ARE AWAY FROM HOME

ARTHUR KREINHEDER, MURPHY, MAURICE WALL AND LEWIS AT THE CLIFTON HOTEL AFTER THE NIAGARA FALLS TRIP

SOME OF THE MEMPHIS BOYS LOOKING LONGINGLY TOWARD THE BAR—THEY HAVE BECOME SO WELL TRAINED IN THE LAST FEW MONTHS THAT THEY DON'T DARE ENTER WITHOUT THEIR LOCKER NUMBERS. JUNE ALLEN BEING A LITTLE LEARY OF CANADIAN COOKERY TOOK HIS DINNER ALONG IN A NICE LITTLE BASKET

SOME OF THE MAIN KICKS BEHIND THE WELL-CONDUCTED TROLLEY RIDE. IKE STEWART, COMMISSARY MANAGER OF CAR 3, WAS AFRAID TO LEAVE HIS CIGARS BEHIND. HE EVIDENTLY DID NOT WANT TO BE RESPONSIBLE FOR THE CONSEQUENCES IF ANYBODY GOT TOO MANY OF THAT PARTICULAR BRAND OF SMOKES

THE ARRIVAL AT NIAGARA.—THE FIRST STOP MADE BY THE SPECIAL AMERICAN EXCURSION TRAIN AT THE CANADIAN CUSTOMS OFFICE.

THE HARDY LUMBERMEN MAKING THEIR WAY TO THE BROCK'S MONUMENT—COMING DOWN AT THE END OF THE INCLINE AFTER THE CARS HAD BEEN LEFT FOR THE RETURN.

Low on the Atlantic coast at low tide.

At the Canadian side of the Falls a brief stop was made enabling the Canadian customs officers to make a casual inspection of the visitors. Inasmuch as none of them carried grips or other receptacles in which to smuggle things to the Canadian side (at least none of these was visible), the purpose of the inspection was doubtful. Perhaps the inspector who was a dapper, alert individual, was like Diogenes of old. If he were, his tour was seemingly unsuccessful as he went out of the car without comment. It was observed that his exit was viewed with considerable relief, particularly on the part of the boys from Memphis, who have gotten the habit since the Tennessee state prohibition laws have become an issue in the forthcoming election, of dodging around the corner when they see brass buttons. At any rate the party got by successfully much to the surprise of everybody concerned, and the cars then curved around along the edge of the gorge, and went on up to the New Clifton hotel on the Canadian side, directly opposite the Falls. Here the passengers disembarked for a stop of five minutes, while the cars went up to the loop beyond and turned.

The most conspicuous incidents noted during this brief stop were the activity with which John McClure got about from point to point [illegible] that he would be sure to be within the focus of every camera that snapped, and the scramble on the part of the excursionists to get back into their proper cars. It has been anticipated that if they were not given specific and emphatic instructions to board the same cars on which they started, throughout the trip, they would all wait over until the last car left and attempt to continue the journey in this [illegible]. However, the point of starting these cars was [illegible] proper

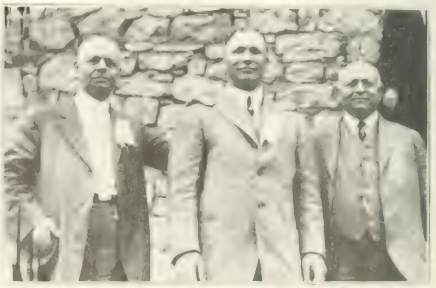
cargo landed out successfully and the trip was very well carried through.

After the cars turned around and the excursionists re-embarked in front of the Hotel Clifton, they started out again down the Canadian side along the rim of the gorge, and eventually, after a tedious climb up the hill, reached Brock's Monument. It was at this incline that the first evidence was seen of the unusual prosperity of the lumbermen, as, presumably, the amount of power necessary to run the cars on this route was calculated on weight of human beings of ordinary weight. When put to the test even the tremendous harnessed force of Niagara could not transport the prosperously opulent lumbermen up a very ordinary incline.

Eventually, however, the cars reached the top and stopped below Brock's Monument. All disembarked and in the face of an imminent rainstorm climbed the path through the beautifully laid out park to the monument itself. Here they were greeted with a view which more than compensated for the climb and threatened damage to new spring suits and millinery. The outlook from the top of the hill, showing the course of the Niagara River as it wound its way onward through the beautifully cultivated and wooded lands, surely was excellent. The stop at this point was long enough to give the visitors the satisfaction of finding out just how the British general whipped our ancestors, and to form in a well arranged crescent to enable the official photographer to make his exposure just as the downpour started. *Some* of them got to the cars before the deluge but *others did not*. A picture of the race down the hill to the shelter of the cars would have been interesting.

The rain stopped, however, a few minutes after the cars got under way, and the trip continued on down the incline, the cars eventually arriving at the new suspension bridge, crossing over to the American [illegible] to Lewiston, N. Y. Here another [illegible] stop was

THE EXCURSIONISTS AT THE NEW SUSPENSION BRIDGE—A REPRESENTATIVE STOP OF [illegible] CARRIES [illegible]



THE WELL KNOWN BELLIGERENTS FRED SULLIVAN AND [illegible] WHEN THE LATTER TWINS

CHARLEY BARNABY GIVING THE REAL OLD-TIME INDIANA GLAD HAND TO FRED SULLIVAN—FISH STANDING MODESTLY BY

E. V. BABCOCK BECOMING ALARMED WHEN MAURICE WALL EXPLAINED WHY HE COULDN'T BE ELECTED

SECRETARY FISH WAS STILL STICKING PRETTY CLOSE TO BARNABY, ALTHOUGH BEGINNING TO LOOK AROUND A BIT

taken, this being the first opportunity for securing anything that resembled satisfactory refreshments according to the visitors' idea.

From Lewiston back was one of the most interesting features of the whole trip, a journey along the American side of the gorge, the cars passing within fifteen or twenty feet of the water all the way up, past the Whirlpool Rapids and the seething, twisting, frantic waters in the gorge itself. The spectacle presented along that route is to the first-time observer appalling. The thought that a human being, no matter how powerful or skillful as a swimmer, would have the temerity to consider himself capable of conquering these stupendous forces of water, seemed to the excursionists unbelievable. One could scarcely believe that Captain Webb actually attempted to accomplish that feat, which he did way back in 1883, losing his life almost instantly.

The cars finally completed their tour of the gorge route, climbing the incline back up to the Niagara Falls with the diminished power, recrossed the international bridge and eventually came to a halt again at the New Clifton hotel, where the guests disembarked for a most excellent and enjoyable dinner. The big dining room at the hotel was well filled with enthusiastic and exuberant lumbermen with a fair sprinkling of the wives of various members and their families.

The gaiety continued up to about 9:30 when it was announced that the cars were ready to carry the guests back to Buffalo, and when they eventually pulled in at the Hotel Statler all announced themselves as satiated with enjoyment but thoroughly tired out.

The trip will long be remembered by all as successful down to the minutest detail, and a distinctly soft spot will be maintained in the heart of everyone who was fortunate enough to participate for the Buffalo lumbermen.

## Chicago Golfers' Annual Tournament

The Chicago Lumbermen's Golf Association celebrated the annual tournament of that organization at the Ridgemoor Country Club links near Jefferson Park, Ill., on Tuesday, June 23. The links seemingly were in excellent shape and in spite of the terrific heat there were about sixty-five contestants out.

There was a list of eleven trophies to be awarded for various events. The first trophy is the American Lumberman cup to be awarded to player making lowest gross score afternoon play. The winner has his name engraved on the cup and custody of same for the ensuing year, cup to become the property of player winning it three times.

In this event Addison E. Stillwell was first with a score of 81. Mr. Stillwell also received a gold medal. N. J. Foye of Omaha, Neb., was runner up in this event with a score of 84. Mr. Foye received a silver medal.

The Hettler cup awarded for match play against bogey, afternoon play, three-quarters of handicap to apply was won by F. R. Gadd with eight up. Mr. Gadd's score for afternoon play was 87. Mr. Gadd will have his name engraved on the cup and this, as with the other cups, will become the property of player winning it three times. Mr. Gadd also received a gold medal presented by the Lumbermen's Golf Association.

E. A. Lang, Chicago, won the Chicago Lumbermen's Club trophy, which is based on the best net score on odd holes, afternoon play, three-quarters of handicap to apply. This trophy was a $25 certificate with a Chicago golf equipment store. Mr. Lang's gross score was 44, his handicap 14, giving net score of 30.

The fourth trophy, the E. A. Thornton cup, was won by E. A. Thornton, who, however, conceded his claim to R. A. Bond, the next man. The conditions of this contest were best choice net score on eighteen holes, three-quarters of handicap applying. Mr. Bond's gross score was 85, handicap 12, giving a net score of 73.

The W. F. Foye trophy was won by J. S. Wood. This trophy is the best net medal score, afternoon play, three-quarters of handicap to apply. This prize was a very handsome seal travelling bag. Mr. Wood's gross score was 87, handicap 14, making a net score of 73.

E. C. Crossett of Davenport, Iowa, was the winner of the sixth event, the Percy F. Stone cup. Conditions of this play were that all players having a par or better score, morning or afternoon play, on the eighteen hole were eligible for this event. The eligible players were paired off by drawing and played off a tie in a putting contest on the eighteenth green.

Percy Stone of Rockford, Ill., was the winner of the first flight prize, which was presented by John E. and Frank J. Burns. The runners up in this event were E. A. Engler and H. B. Kehoe, who were tied, Mr. Engler winning the toss. Mr. Stone's gross score was 87, handicap 4, giving a net score of 83.

The second flight prize, presented by R. W. Fullerton of St. Louis, Mo., was won by George Pope, Chicago. This prize was a silver mounted umbrella. Mr. Pope played with a gross score of 93 which, with a handicap of 10, made a net score of 83.

E. A. Thornton of Chicago won the third flight prize, which was a high-class golf bag presented by J. F. Mingea. Mr. Thornton played with a gross score of 95, had a twenty stroke handicap, making net score of 75.

The fourth flight prize was a $15 order on Marshall Field & Company presented by the Lumbermen's Golf Association. This was won by J. Mortensen. Mr. Mortensen's gross was 98, handicap 22, making a net score of 79.

The old boy's trophy, a gold medal presented by the Golf Association was won by E. L. Grant. Mr. Grant's score was 95, handicap 11 and net score 84.

An excellent dinner was served at the clubhouse at which there was a full attendance. Aside from the jollification the club held its annual meeting and election with the result that the following officers were elected for the ensuing year:

John C. Sipe, president; E. A. Lang, treasurer; F. R. Gadd, secretary; directors, E. A. Thornton, [illegible] F. Neilson, E. C. Crossett, E. J. Burns, E. H. Dodge.

# At Niagara Falls in 1750

Editor's Note

[illegible]

Almost a year ago, Sir, when I was passing some time in a short time, I am come back to this town. You may remember that when I took leave of you, I told you I would then communicate, at your pleasure, what I knew of Niagara Falls, concerning one of the greatest curiosities in the world. When I came last year from Quebec you inquired of me several particulars concerning this fall, and I told you what I heard of it in Canada from several French gentlemen who had been there; but this was still all hearsay. I could not assure you of the truth of it, because I had not then seen it myself, so it could not satisfy my own, much less your curiosity. Now, since I have been on the spot, it is in my power to give you a more perfect and satisfactory description of it.

After a fatiguing travel, first on horseback through the country of the Six Nations to Oswego, and thence in a canoe upon Lake Ontario, I came on the 14th of August in the evening to Niagara Fort.

The French there seemed much perplexed at my first coming, imagining I was an English officer, who, under pretext of seeing Niagara Falls, came with some other view; but as soon as I had showed them my passports, they changed their behavior and received me with the greatest civility.

Niagara Falls is six French leagues from Niagara Fort. You first go three leagues by water up Niagara river, and then three leagues over the carrying place. As it was late when I arrived at the fort, I could not the same day go to the fall, but I prepared myself to do it the next morning. The commandant of the fort, Monsr. Beaujon, invited all officers and gentlemen there to supper with him. I had read formerly almost all the authors who have written anything about this fall, and the last year in Canada had made so many inquiries about it that I thought I had a pretty good idea of it; and now at supper requested the gentlemen to tell me all they knew and thought worth notice relating to it, which they accordingly did.

### Assistance from the French

I observed that in many things they all agreed; in some things they were of different opinions, of all of which I took particular notice. When they had told me all they knew, I made several quiries to them concerning what I had read and heard of it, whether such and such a thing were true or not, and had their answers on every circumstance. But as I have found by experience in my travels, and that very few observe nature's work with accuracy, or report the truth precisely, I cannot now be entirely satisfied without seeing with my own eyes whenever it is in my power.

Accordingly, the next morning at break of day I set out for the fall. The commandant had given orders to two of the officers of the fort to go with me and show me everything, and also sent by them

The Place where a piece of Rock is as broken from which while standing turned the Water obliquely across the Fall as in Bowles Map.

## A View of the Fall of Niagara.

b Two Men passing over the carriage with Skates.
c The Indians ascending their Ladder.

an order to Monsr. Jonqueire, who had lived ten years by the carrying place, and knew everything worth notice of the fall, better than any other person, to go with me and show and tell me everything he knew.

A little before we came to the carrying place the water of Niagara river grew so rapid that four men in a light birch canoe had much difficulty to get up thither. Canoes can go half a league above the beginning of the carrying place, though they must work against water extremely rapid; but higher up it is quite impassable, the whole course of the water for two leagues and a half up to the great fall being a series of smaller falls, one under another, in which the greatest canoe or batteaux would in a moment be turned upside down. We went ashore, therefore, and walked over the carrying place, having, beside the high and steep side of the river, two great hills to ascend, one above another.

### Oldtime Portage

Here on the carrying place I saw about 200 Indians, most of them belonging to the Six Nations, busy in carrying packs of furs, chiefly of deer and bear, over the carrying place. You would be surprised to see what abundance of these things are brought every day over this place. An Indian gets twenty pence for each pack he carries over, the distance being three leagues.

Half an hour past ten in the morning we came to the great falls. The river runs here from S. S. E. to N. N. W., and the rocks of the great fall cross it, not in a right line, but forming almost the figure of a semicircle or horseshoe. Above the fall in the middle of the river is an island lying also S. S. E. and N. N. W., or parallel with the sides of the river. Its length being about seven or eight French arpents [arpent=180 feet]. The lower end of this island is just at the perpendicular edge of the fall. On both sides of this island runs all the water that comes from the lakes of Canada, viz.: Lake Superior, Lake Michigan, Lake Huron, and Lake Erie, which you know are rather small seas than lakes, and have, besides, many large rivers that empty their water into them, of which the greatest part comes down the Niagara fall.

Before the water comes to this island, it runs but slowly compared with its motion when it approaches the island, where it grows the most rapid water in the world, running with a surprising swiftness before it comes to the fall. It is quite white, and in many places is thrown high up into the air. The greatest and strongest batteaux would here in a moment be turned over and over. The water that goes down on the west side of the island is more rapid, in greater abundance, whiter, and seems almost to outdo an arrow in swiftness.

When you are at the fall and look up the river, you may see that the river above the fall is everywhere exceeding steep, almost as the side of a hill. When all this water comes to the very fall, there it throws itself down perpendicular. It is beyond all belief the surprise when you see this. I cannot express with words how amazing it is. You cannot see it without being quite terrified to behold so vast a quantity of water falling headlong from a surprising height.

### Questions Father Hennepin's Veracity

I doubt not you have a desire to learn the exact height of this great fall. Father Hennepin supposes it to be 600 feet perpendicular, but he has gained little credit in Canada. The name of honor they give him there is *un grand menteur* [the great liar]. He writes of what he saw in places where he never was. It is true he saw this fall, but as it is the way of some travelers to magnify everything, so he has done with regard to the fall of Niagara. This humor of travelers has occasioned me some disappointment in my travels, having seldom been so happy as to find the wonderful things that had been related by others. For my part, who am not fond of the marvelous, I like to see things just as they are, and so to relate them.

Since Father Hennepin's time this fall, by all accounts that have been given of it, has grown less and less, and those who have measured it with mathematical instruments find the perpendicular fall of water to be exactly 137 feet. Monsr. Morandrier, the king's engineer in Canada, assured me, and gave it also under his hand, that 137 feet was precisely the height of it; and all the French gentlemen who were present with me at the fall did agree with him without the least contradiction. It is true, those who have tried to measure it with a line find it sometimes 140, sometimes 150, and sometimes more, but the reason is it cannot that way be measured with any certainty, the water carrying away the line. [The height is now known to be 162 feet.]

When the water is come down to the bottom of the rock of the fall, it jumps back to a very great height in air. In other places it is white as milk or snow, and all in motion like a boiling caldron.

### Roar of the Falls

You may remember to what a great distance Hennepin says the noise of this fall may be heard. All the gentlemen who were with me agreed that the farthest one can hear it is fifteen leagues, and that very seldom. When the air is quite clear you can hear it to Niagara fort, but seldom at other times, because when the wind blows, the waves of Lake Ontario make too much noise there against the shore. They informed me that when they hear at the fort the noise of the fall louder than ordinary, they are sure a northeast wind will follow, which never fails. This seems wonderful, as the fall is southwest from the fort, and one would imagine it to be rather a sign of a contrary wind. Sometimes it is said the falls make a much greater noise than at other times, and this is looked upon as a certain mark of approaching bad weather or rain. The Indians here hold it always for a sure sign. When I was there it didn't make an extraordinary great noise. Just by the fall we could easily hear what each other said, without speaking much louder than common when conversing in other places. I don't know how others have found so great a noise here. Perhaps it was at certain times, as above mentioned.

### Mists of Niagara

From the place where the water falls, there rises abundance of vapors, like the greatest and thickest smoke, sometimes more, sometimes less. These vapors rise high in the air when it is calm, but are dispersed by the wind when it blows hard. If you go nigh to the vapor or fog, or if the wind blows it on you, it is so penetrating that in a few minutes you will be as wet as if you had been under water.

I got two young Frenchmen to go down to bring me from the side of the fall at the bottom some of each of the several kinds of herbs, stones, and shells they should find there. They returned in a few minutes and I really thought they had fallen into the water.

When you are on the other, east, side of Lake Ontario, a great many leagues from the fall, you may, every clear and calm morning, see the vapors of the fall rising in the air. You would think all the woods hereabouts were set on fire by the Indians, so great is the apparent smoke. In the same manner you may see it on the west side of Lake Erie, a great many leagues off.

### Destruction of Birds and Beasts

Several of the French gentlemen told me that when birds come flying into this fog or smoke of the fall, they fall down and perish in the water, either because their wings are become wet or the noise of the fall astonishes them and they know not where to go in the dark; but others were of the opinion that seldom or never any bird perishes there in that manner; because they all agreed, among the abundance of birds found dead below the fall, there are no other sorts than such as live and swim frequently in the water, as swans, geese, ducks, water hens, teal, and the like. And very often great flocks of them are seen going to destruction in this manner. They swim in the river above the fall, and so are carried down lower and lower by the water, and as water fowl usually take great delight in being carried with the stream, so here they indulge themselves in enjoying this pleasure so long, till the swiftness of the water becomes so great that it is no longer possible for them to rise, but they are driven down the precipice and perish. They are observed when they draw nigh the fall to endeavor with all their might to take wing and leave the water, but they cannot.

In the months of September and October such abundant quantities of dead water fowl are found every morning below the fall on the shore that the garrison of the fort for a long time lives chiefly upon them. Besides the fowl, they find also several sorts of dead

and whirls like a boiling pot, which, however, does not hinder the Indians going upon it in small canoes a fishing; but a little lower begins the smaller fall. When you are above the fall and look down, your head begins to turn. The French who have been here 100 times will seldom venture to look down, without at the same time keeping fast hold of some tree with one hand.

It was formerly thought impossible for anybody living to come at the island that is in the middle of the fall; but an accident that happened twelve years ago or thereabout made it appear otherwise. The history is this: Two Indians of the Six Nations went out from Niagara Fort to hunt upon an island that is in the middle of the river above the great fall, on which there used to be abundance of deer. They took some French brandy with them from the fort, which they tasted several times as they were going over the carrying place; and when they were in the canoe they took now and then a dram, and so went along up the strait toward the island where they proposed to hunt. But growing sleepy, they laid themselves down in the canoe, which, getting loose, drove back with the stream, farther and farther down until it came nigh that island that is in the middle of the fall.

Here one of them, awakened by the noise of the fall, cries out to the other that they are gone, yet they tried, if possible, to save their lives. This island was highest, and with much working they got on shore there. At first they were glad, but when they had considered everything, they thought themselves hardly in a better state than if they had gone down the fall, since they now had no other choice than either to throw themselves down the same or to perish with hunger. But hard necessity put them on invention. At the lower end of the island the rock is perpendicular, and no water is running there. This island has plenty of wood. They went to work directly and made a ladder of strands of linden tree [basswood], which is very tough and strong, so long that they could with it reach the water below.

One end of this bark ladder they tied fast to a tree that grew at the side of the rock above the fall and let the other end down to the water. So they went down along the new invented stairs, and when they came to the bottom in the middle of the fall, they rested a little; and as the water next below the fall is not rapid, as before mentioned, they threw themselves into it, thinking to swim on shore. I have said before that one part of the fall is on one side of the island, the other on the other side. Hence it is that the waters of the two cataracts, running against each other, turn back against the rock that is just under the island.

Therefore, hardly had the Indians begun to swim until the waves of the eddy threw them with violence against the rock from whence they came. They tried it several times, but at last grew weary; and being often thrown against the rock, they were much bruised and the skin of their bodies torn in many places. So they were obliged to climb up their stairs again to the island, not knowing what to do. After some time they perceived Indians on the shore to whom they cried out. These saw and pitied them, but gave them little hopes of help. Yet they made haste down to the fort and told the commander where two of their brethren were. He persuaded them to try all possible means of relieving the poor Indians, and it was done in this manner.

The water that runs on the east side of the island is shallow, especially a little above the island toward the eastern shore. The Commandant caused poles to be made and pointed with iron. Two Indians determined to walk to this island, by the help of these poles, to save the poor creatures or perish themselves. They took leave of all their friends as if they were going to their death. Each had two such poles in his hands to set against the bottom of the stream

having given poles to the two poor Indians there, they returned safely to the main. The two Indians who in the above mentioned manner were first brought to this island are yet alive. They were nine days on the island and almost starved to death.

Now, since the way to this island has been found, the Indians go there often to kill deer, which having tried to cross the river above the fall, were driven upon the island by the stream; but if the King of France would give me all Canada I would not venture to go to this island, and were you to see it I am sure you would have the same sentiment. On the west side of this island are some small islands of rocks of no consequence. The east side of the river is nearly perpendicular, the west side more sloping.

In former times a part of the rock at the falls which is on the west side of the island hung over in such a manner that the water which fell perpendicularly from it left a vacancy below, so that people could go under between the rock and the water; but the prominent part some years ago broke off and fell down, so that now there is no possibility of going between the falling water and the rock, as the water now runs close to it all the way down.

Below the fall, in the holes of the rocks, are great plenty of eels which the Indians and French catch with their hands without other means. I sent down two Indian boys who directly came up with about twenty fine ones.

Every day when the sun shines you see here from 10 o'clock in the morning to 2 in the afternoon below the fall, and under you, when you stand at the side over the fall, a glorious rainbow and sometimes two rainbows, one within the other. I was so happy as to be at the fall on a fine clear day, and it was with great delight I viewed this rainbow, which had almost all the colors you see in a rainbow in the air. The more vapor, the brighter and clearer is the rainbow. I saw it on the east side of the fall in the bottom under the place where I stood, but above the water. When the wind carries the vapor from that place, the rainbow is gone, but appears again as soon as new vapors come.

From the fall to the landing above the fall, where the canoes from Lake Erie put on shore (or from the fall to the upper end of the carrying place) is half a mile. Lower the canoes dare not come, lest they should be obliged to try the fate of the two Indians, and perhaps with less success.

They have often found below the fall pieces of human bodies, perhaps of drunken Indians, that have unhappily come down the fall. I was told at Oswego that in October or thereabouts such plenty of feathers are to be found here below the face, that a man in a day's time can gather enough of them for several beds, which feathers, they said come off the birds killed at the fall. I asked the French if this was true. They told me they had never seen any such thing; but if the feathers were picked off the dead birds there might be such a quantity.

The French told me they had often thrown whole great trees into the water above to see them tumble down the fall. They went down with surprising swiftness, but could never be seen afterwards; whence it was thought there was a bottomless deep or abyss just under the face. I am also of opinion that there must be a vast deep here. Yet I think if they had watched very well they might have found the trees at some distance below the fall. The rock of the fall consists of gray limestone.

Here you have a short but exact description of this famous Niagara cataract. You may depend upon the truth of what I write. You must excuse me if you find in my account no extravagant wonders. I can't make nature otherwise than I find it. I had rather it should be said of me in time to come that I related things as they were, and that all is found to agree with my description, than to be esteemed a false relator. I have seen some other things in this journey, an account of which I know would gratify your curiosity, but time at present will not permit me to write more, and I hope shortly to see you.

PETER KALM.

# Woods Used in Manufacturing

Statistics have been compiled by the Forest Service which show for the first time precisely how the lumber produced in the country is utilized. About 45,000,000,000 feet of lumber of all kinds is the annual production in the United States; of this nearly 25,000,000,000 feet, board measure, are further manufactured, the other portion remaining for rough construction lumber and for similar purposes. This is exclusive of that material which reaches its final use in the form of fuel, railroad ties, posts, poles, pulpwood, cooperage, wood distillates, and the barks and extracts demanded by the tanning industry.

The quantity and kinds of wood received as raw material by shops and factories and converted by further manufacture into finished and salable articles are shown in the first of the accompanying tables. The second lists the industries included in the investigation and gives the quantity of material demanded in a single year of each of them.

The work of collecting and compiling the figures extended over a considerable period and was carried out state by state; but as one full year was made the basis of statistics in each state the total is a fair average of the use of lumber in further manufacture in the whole country. Between fifty and sixty per cent of the lumber produced is subject to further manufacture. In preparing the figures in this way, however, it should be remembered that considerable material reaches shops and factories in the form of logs, bolts, and billets, without having passed through sawmills, and while this material is included in these statistics this fact should be remembered in comparing the statistics with those of lumber production.

Nearly or quite 100 different woods are used in this country under their own names, while an unknown number find their way to shops and factories without being identified or separately listed, except under general names. In quantity the softwoods, the needle-leaf or coniferous trees, are most important, but there is a greater number of species among the hardwoods or broad-leaf trees. The amount of each of the leading kinds of timber consumed by the wood manufacturing industries of the country is shown in the following table:

| Kind of wood | Feet used annually |
|---|---|
| Yellow pine | 8,625,255,124 |
| White pine | 5,115,761,517 |
| Douglas fir | 2,275,788,484 |
| Oak | 1,982,584,491 |
| Maple | 922,337,274 |
| Spruce | 865,150,195 |
| Red gum | 797,604,808 |
| Hemlock | 708,752,760 |
| Yellow poplar | 687,028,598 |
| Cypress | 666,355,342 |
| Western yellow pine | 561,456,810 |
| Birch | 481,495,080 |
| Hickory | 380,604,531 |
| Basswood | 385,578,282 |
| Cottonwood | 370,842,706 |
| Chestnut | 298,854,801 |
| Ash | 295,461,482 |
| Beech | 278,320,132 |
| Elm | 218,210,988 |
| Tupelo | 130,174,409 |
| Redwood | 122,228,779 |
| Larch | 114,629,275 |
| Cedar | 102,358,255 |
| Sugar pine | 61,303,998 |
| Balsam fir | 59,357,030 |
| Mahogany | 50,575,999 |
| Spanish cedar | 29,602,441 |
| Sycamore | 28,832,812 |
| Walnut | 23,998,346 |
| Willow | 14,794,770 |
| Cherry | 12,047,210 |
| White fir | 11,338,580 |
| Dogwood | 7,518,171 |
| Buckeye | 6,746,047 |

| Kind of wood | Feet used annually |
|---|---|
| Noble fir | 6,653,500 |
| Magnolia | 6,156,500 |
| Persimmon | 3,571,760 |
| Cucumber | 2,845,700 |
| Butternut | 2,600,000 |
| Red alder | 2,248,700 |
| Lodgepole pine | 1,979,500 |
| Red fir | 1,454,820 |
| Circassian walnut | 1,744,775 |
| Padauk | 1,386,530 |
| Blackberry | 1,128,000 |
| Hackmatack | 952,120 |
| Teak | 926,969 |
| West Indian boxwood | 870,412 |
| Alpine fir | 865,000 |
| Locust | 639,228 |
| Hornbeam | 608,384 |
| Ebony | 528,812 |
| Osage orange | 520,076 |
| Rosewood | 471,754 |
| Prima vera | 380,568 |
| Sassafras | 360,268 |
| Eucalyptus | 338,800 |
| Applewood | 320,935 |
| Cocobola | 279,400 |
| Yucca | 172,500 |
| Holly | 86,680 |
| Laurel | 72,400 |
| Satinwood | 67,958 |
| Koko | 32,666 |
| Turkish boxwood | 20,180 |
| All other woods | 1,056,003 |
| | 24,673,846,064 |

## The Industries

The table which follows lists fifty-five principal industries which use wood as raw material and gives the annual demand by each of them. Their relative importance is hard to indicate, because quantity alone is not in all cases a criterion of value of an industry to the community in which it is situated, nor to the country as a whole.

| Industry | Quantity Used in One Year (Ft. B.M.) |
|---|---|
| Planing mill products | 13,428,862,066 |
| Boxes and crates | 4,547,973,180 |
| Car construction | 1,262,090,371 |
| Furniture | 944,677,807 |
| Vehicles and vehicle parts | 739,124,483 |
| Woodenware and novelties and dairy, poultry and apiary supplies | 405,286,426 |
| Agricultural implements | 321,239,598 |
| Chairs and chair stock | 289,790,560 |
| Handles | 280,234,571 |
| Musical instruments | 280,195,026 |
| Tanks and silos | 229,617,686 |
| Ship and boat building | 199,598,228 |
| Fixtures | 187,152,848 |
| Caskets and coffins | 155,394,557 |
| Refrigerators and kitchen cabinets | 137,616,266 |
| Excelsior | 109,247,000 |
| Matches and toothpicks | 85,442,111 |
| Laundry appliances | 79,502,040 |
| Shade and map rollers | 79,291,575 |
| Paving material and conduits | 76,067,000 |
| Trunks and valises | 74,669,997 |
| Machine construction | 69,450,430 |
| Boot and shoe findings | 68,240,200 |
| Frames and moulding, picture | 65,477,783 |
| Shuttles, spools and bobbins | 65,148,190 |
| Tobacco boxes | 63,454,226 |
| Sewing machines | 59,986,527 |
| Pumps and wood pipes | 55,826,938 |
| Pulleys and conveyors | 35,862,900 |
| Professional and scientific instruments | 35,070,928 |
| Toys | 28,926,552 |
| Gates and fencing | 27,450,540 |
| Sporting and athletic goods | 25,191,907 |
| Patterns and flasks | 24,299,403 |
| Bungs and faucets | 21,112,342 |
| Plumbers' woodwork | 20,313,450 |
| Electrical machinery and apparatus | 18,188,910 |
| Mine equipment | 16,987,697 |
| Brushes | 12,878,986 |
| Dowels | 11,980,500 |
| Elevators | 10,018,680 |
| Saddles and harness | 9,218,960 |
| Playground equipment | 9,064,812 |
| Butchers' blocks and skewers | 8,197,050 |
| Clocks | 7,894,249 |
| Signs and supplies | 6,888,366 |
| Printing material | 5,324,794 |
| Weighing apparatus | 5,021,550 |
| Whips, canes and umbrella sticks | 4,946,880 |
| Brooms | 2,297,334 |
| Firearms | 2,093,901 |
| Artificial limbs | 687,080 |
| Tobacco pipes | 489,515 |
| Aeroplanes | 74,500 |
| Dry kilns | 59,000 |
| Total | 24,673,846,064 |
| Total lumber cut | 44,509,761,000 |

More than one-half of the total represented in the foregoing table consists of planing mill products, the largest items of which are flooring, siding, ceiling, and finishing. The next industry, in point of quantity used, is the manufacture of boxes and crates. Nearly four times as much wood is demanded by makers of boxes and crates as by the builders of steam and electric cars, which come next, and almost five-fold the amount that goes into furniture, which, in turn, leads vehicle manufacture. Vehicles demand surprisingly large supplies of wood, and much of it must be of a high class in order to meet requirements for frames, gears, and bodies.

The table shows the apportionment of wood among the various industries, grading from planing mill products, which take most, down to aeroplanes and dry kilns, at the bottom of the list.

## Conclusiveness of Written Contract

In a suit involving a written contract testimony cannot be introduced to show an understanding between the parties which is contradictory of the plain terms of the contract, but, if the agreement is ambiguous, testimony is admissible to explain the true contract. (Indiana Supreme Court, Alexander vs. Capitol Lumber Company, 105 Northeastern Reporter 45.)

## Time for Removal of Standing Timber

A deed conveying to a purchaser, "his heirs, personal representatives and assigns all timber and trees (inclusive of both standing trees and fallen trees) upon" certain described land, "and the right of entering upon said land and removing said timber and trees from the same at the pleasure of said grantee, his heirs, personal representatives, and assigns, and of doing all things necessary to log or remove said timber without unreasonable damage to said land. To have and to hold the said granted property and privileges to the said G. H. Moore, his heirs, personal representatives, and assigns, forever," gave a perpetual right to remove the timber. (Washington Supreme Court, France vs. Deep River Logging Company, 140 Pacific Reporter 361.)

# The Mail Bag

Any request of HARDWOOD RECORD desiring to communicate with any of the inquirers noted in this section can have the mail forwarded on receipt of the same at the Mail Bag Department HARDWOOD RECORD, 537 South Dearborn Street, Chicago, and referring to the number at the head of each letter and enclosing a self addressed stamped envelope.

B 744—Wants Information as to Willow Oak for Ties

[illegible] situation.

[illegible] ''Regarding your request as to willow oak, this is a very profuse tree throughout the southern states. Beginning with New York, it extends southward, getting pretty well down into Florida, and is plentiful along the Gulf states. It grows in the eastern part of Texas and also extends up into Arkansas, Missouri and Kentucky. It is found quite plentiful in western Tennessee and southern Georgia and follows around the southern end of Appalachian mountains. This tree grows most favorably in rich, moist soil, mainly along the margins of swamps, either in the uplands or bottomlands. Its most abundant growth is in the basin of the Mississippi valley. The tree attains a fair size, sometimes being as much as eighty feet high and four feet in diameter. It belongs to the red oak group, and while it is claimed that it is difficult to season the lumber properly for furniture, and also that it does not have the color of the true red oak, it should serve as a good tie material. Its weight is approximately that of white oak, although it is slightly stronger and less elastic.

Would suggest that you would find a book containing information that will give you an accurate knowledge on all points regarding every commercial tree in the United States of interest to you, viz.: 'American Forest Trees,' published by HARDWOOD RECORD.''—EDITOR.

B 745—Pure White Pine or Poplar Sawdust

CHICAGO, June 15.—EDITOR HARDWOOD RECORD: Can you advise us where we can secure about 1,000 pounds of pure white pine sawdust, or pure poplar? We have an inquiry from one of our customers for grinding this material very fine to be used in securing tin plate dusts and have an opportunity of selling some machinery for this work, but we find it very difficult to secure pure white pine or poplar sawdust, as most of the material in this part of the country is mixed.

This company has been given the name of a few people who might be in a position to supply this material unmixed. Others interested can have the address immediately on application to HARDWOOD RECORD.—EDITOR.

B 746—Oak Dimension Wanted

GRAND RAPIDS, MICH., June 22.—EDITOR HARDWOOD RECORD: A Canadian concern wishes to buy oak dimension stock to use in cheap china cabinets. If you can put them in touch with manufacturers of this material kindly communicate with them.

The furniture house in question has been supplied with sources of supply for this stock. Anyone interested may have the address on application.—EDITOR.

B 747—Wants Names of Concerns in a Position to Make Birch Fiber for Brooms

[illegible] been using hickory fiber in our revolving street sweepers and are considering [illegible] ing birch fiber to be used for horse drawn brooms or hand brooms? If you can direct us to any such concerns, we will be glad to hear from [illegible]

The writer of the above has been given the names of a few manufacturers of fiber. Any concerns interested in this inquiry should address HARDWOOD RECORD.—EDITOR.

B 748—Wants Market for Juniper Lumber

[illegible] We [illegible] with [illegible] using juniper lumber. We understand it is used almost exclusively for boats and small skiffs.

The writer of the above has been given a few possible customers, [illegible]

# Clubs and Associations

Furniture Makers to Complete Association

[illegible] plans to call a meeting of his committee during the July furniture season to complete the organization.

President R. W. Irwin of the Federation of Furniture Manufacturers' and Traders' [illegible] will call a meeting of the committee here in July for the election of a secretary and treasurer and the adoption of rules for lumber inspection.

[illegible] Wis., Thomas Schmitt of Sheboygan, Wis., E. A. Trommeldorff of Fort Wilkinson, Wis., Grand Rapids, Iowa; Wesner of Wilkinson, Va., F. C. Hannahs of Kenosha, Wis., and F. L. Northey of Waterloo, Iowa.

Machinery Manufacturers Meet

The annual convention of the American Supply and Machinery Manufacturers' Association was held at White Sulphur Springs, W. Va., June 15-17. An address was made on "Postal Problems" by W. H. Taylor of the David Williams Company of New York, by George T. McIntosh of the National One-Cent Letter Postage Association of Cleveland, O., and by A. H. Baldwin, chief of the Bureau of Foreign and Domestic Commerce, Washington, D. C.

Special Train of Lumbermen for Winnipeg

Arrangements are now going ahead by which a special solid train of lumbermen and Hoo-Hoo, with their wives, will leave Chicago on September 6, headed for the big doings in Winnipeg.

It is likely that there will be two or three carloads of southern lumbermen who will arrive in Chicago Sunday, September 6, to join the special train, which will leave the latter place on Sunday evening, arriving in St. Paul on Monday morning, September 7. The day would be spent in St. Paul and Minneapolis, leaving the latter place at 7 p. m. The train will arrive in Winnipeg the following morning, September 8, in time for breakfast.

Names of those who expect to take this special train should be sent in to W. M. Stephenson, 1219 Wright building, St. Louis, Mo., as soon as possible. A large number of Chicago and eastern states people are expected to make this trip, and this special train will reduce expenses to a minimum.

Efforts are also being made to have a special train run from the Pacific coast states and British Columbia.

Information regarding the Lumbermen's Outing Week in Winnipeg can be had by addressing the Publicity Committee, 309 Donalds Block, Winnipeg, Man., for free souvenir booklet.

New President Elected

William E. Vogelsang, sales manager of the Turtle Lake Lumber Company, has been unanimously elected president of the Grand Rapids Lumbermen's Association at Grand Rapids, Mich., to fill the vacancy in that office caused by the resignation of Otis A. Felger, who was elected to that position on May 26 of this year and resigned two weeks later because his duties necessitated his absence from the city several months in the year. Mr. Vogelsang has always taken an active interest in the Grand Rapids association and a vigorous administration is anticipated.

Hardwood Dealers Organize

The hardwood lumbermen of Detroit, Mich., recently organized a club, with the following officers: J. P. Scranton, president; W. E. Brownlee, vice-president; J. R. Sicklesteel, treasurer; George I. McClure, secretary, and J. M. Clifford, C. W. Leech, J. M. Butcher and H. C. Dow, board of directors. The purposes of the club are not merely social, but business will be promoted by mutual exchange of ideas and information. A credit bureau will be established.

Monthly Tournament Philadelphia Golfers

The regular monthly tournament of the Philadelphia Lumbermen's Golf Club was held on the links of the St. David's Golf Club, Radnor, Pa., on June 11. The day and enviroment were all these sportsmen could wish and their blood was up for a stiff game. Thirty-one members of the club, divided into 6 foursomes, 1 threesome and 2 twosomes, joined in the game. The course was somewhat sunbaked and hard to play on, but the average score was fair and everybody with good cause was satisfied with results. F. X. Diebold won first prize, a silk umbrella, with a net score of 69. To H. Winfield Allen, with a net score of 71, fell the second prize, four pairs of silk stockings. J. Elmer [illegible], and Harry Hutchinson, who tied at net 73 score, tossed up for

third prize. Mr. Trotti was winner, some handkerchiefs. After a high class supper the meeting was called to order by President Eugene W. Fry and routine business transacted. W. H. G. Kirkpatrick of Kirkpatrick Manufacturing Company and M. G. Wright of Henrico Lumber Company, who are new members of the club, were then called upon for and responded with a speech, after which the meeting adjourned.

### Monthly Meeting Philadelphia Exchange

The Lumbermen's Exchange held its regular monthly meeting, preceded by a luncheon, on June 4, President William H. Fritz, in the chair. After the reading of the minutes of previous meeting by the secretary, Joseph Hyde, in the absence of John E. Lloyd, chairman of office and entertainment committee, announced that arrangements are being made for the annual baseball game between the wholesalers and retailers, which will be played sometime in the latter part of June. The proceeds of these games are always devoted to deserving charities.

Charles M. Chesnut, chairman of special committee appointed to visit the Commercial Museum, gave a detailed report of visit. The information, he said, obtained by a thorough inspection of this institution can but prove of great value to all merchants seeking foreign trade.

A communication from the Chamber of Commerce of the United States was read at this meeting, informing the exchange of a contemplated change in by-laws, which would entitle the exchange members to five individual memberships if same are applied for by July 1. It was resolved that the members of the exchange be notified of the situation. The meeting then adjourned until September.

### Evansville Trade in Outing

HARDWOOD RECORD has received from Charles W. Talge, secretary and treasurer of the Evansville Veneer Company, Evansville, Ind., a photograph of an unusual table, at which the numerous members of the Evansville Lumbermen's Club sat down to dinner on board an Ohio river steamship on the occasion of the recent outing of the organization.

The table was arranged the whole length of the floor and 120 guests were seated at one time, thus establishing an unique precedent of serving that number of people from one solid piece of wood.

The unique feature of the proposition is the unusual size of this slab of rotary cut poplar, which was 1,260 inches wide across the grain and 36 inches long with the grain. To say that this was an unique table-top is speaking very mildly and it unquestionably saved an unlimited amount of damaged linen.

This unusual piece of veneer was cut by the Evansville Veneer Company and was used at the suggestion of George O. Worland, sales manager of that company, and secretary of the Evansville Lumbermen's Club.

## With the Trade

### Otis Felger Behind Mahogany Company in Cuba

Otis A. Felger has just wired HARDWOOD RECORD that he has recently returned from Cuba and that on June 17 he completed arrangements for the organization of the Felger-Robbins Company, which concern Mr. Felger has been organizing at Havana, Cuba, for the purpose of manufacturing Cuban mahogany and other Cuban woods. The company is erecting a band mill at Havana on Havana bay.

The Felger-Robbins Company is capitalized at $100,000. The principal offices will be at Grand Rapids, Mich., and Havana, Cuba. Otis A. Felger, Grand Rapids, is president; E. W. Robbins, Havana, vice-president and manager, and Henryette E. Olding of Havana is secretary; Earl A. Felger of Grand Rapids is treasurer.

The company has already acquired considerable standing timber and will plan on other holdings in the future. Mr. Felger advises HARDWOOD RECORD that a large lot of logs has already arrived at the mill site and the machinery is on the ground ready to be installed. It is suggested that the mill will start operations in sixty days.

Mr. Felger is too well known in his lumbering operations to need further introduction. Mr. Robbins was formerly of the Moffett-Robbins Company, and is probably more familiar with Cuban lumbering conditions than any other individual. He has been successfully operating in Cuba for the past twelve years.

Miss Olding is spoken of as the most capable American woman on the island of Cuba. She speaks Spanish fluently. Mr. Robbins and Miss Olding will reside in Havana, and the Felger Lumber & Timber Company, Grand Rapids, will act as selling agents in the Grand Rapids territory. Mr. Felger is also interested in the Memphis Band Mill Company, Memphis, Tenn., and in a number of furniture factories in Grand Rapids and vicinity. The new move makes it possible to furnish all the lumber requirements of his various interests direct from the forest to the consumer.

### Joins Penrod Walnut and Veneer Forces

R. L. Jurden, secretary of the Penrod Walnut & Veneer Company, Kansas City, Mo., writes HARDWOOD RECORD that Sam A. Thompson, for the past two years sales manager for the Norman Lumber Company, Louisville, Ky., has become connected with the Penrod concern and will represent that company after July 1 in the middle-western territory.

Mr. Thompson is one of the best known and apparently most popular lumber salesmen on the road. He will handle the combined lines of the Penrod Walnut & Veneer Company, embracing walnut lumber and rotary cut veneers of all kinds, and the lumber line of the Penrod-Jurden-McCowen Lumber Company at Brasfield, Ark.

### Hardwood Lands to be Sold at Auction

Willis Ward, one of the trustees of the estate of the late David Ward, was in Chicago for a few days of this week and gave HARDWOOD RECORD the details of the proposed auction sale covering the remaining 8,000 acres of David Ward's famous holdings, which at one time totaled 90,000 acres. This original acreage was composed of 70,000 acres of hardwoods and 20,000 acres of pine, which was reduced at the time Mr. Ward died to 50,000 acres of hardwood and 20,000 acres of pine. Since that date the holdings have been reduced by sales and exploitation until now the pine stumpage is entirely gone, and 8,000 acres of hardwood alone remains.

According to Mr. Ward, however, this is really the richest stand of all of the holdings. He lays this to the usual tendency to buy as cheaply as possible, and as a natural result the previous sales of hardwood stumpage have been of tracts which, while excellent, were not of the unusual character of the stand now offered.

It will be recalled that back in 1900 the trustees of the estate built an immense sawmill plant at Deward, Mich., for the purpose of working

AN UNUSUAL TABLE MADE FROM ONE PIECE OF POPLAR VENEER —1260 INCHES WIDE

OTIS A. FELGER, HEAD OF NEWLY-ORGANIZED FELGER-ROBBINS COMPANY

[illegible]

[illegible] of the circuit court of the county of Bay, in chancery, and are to be sold by the circuit court commissioner at the court house of Bay City, [illegible]

The largest holdings of hardwood that have been disposed of by the [illegible]

The timber runs mainly to hard maple and gray elm of the very finest type, although there is, of course, a sprinkling of other timber. All of this stumpage was personally selected by the late Mr. Ward, twenty-five or thirty years ago, and really constitutes the last offerings of selected hardwood timberlands. They are all accessible to the Detroit and Charlevoix division of the Michigan Central Railroad, while parts are accessible to the Grand Rapids & Indiana, Manistee & Northeastern and [illegible]

In addition to the offerings of stumpage, 25,000 acres of cut-over lands will be sold as well as the complete sawmill and other accessory buildings; also lots and town lots, dock property, boomage and riparian rights at or near East Jordan, Alba, Manistee or Bay City.

### Buys Tennessee Sawmill

[illegible] W. F. [illegible] Tenn., was recently purchased by John M. Smith of that town. The mill is a single band, four years old, and the output is chiefly hardwood. The price paid has not been announced. The purchase did not include the lumber in the yard or the logs on hand.

### Arkansas Mill Changes Hands

[illegible] been sold to the Spence-McBride Lumber Company of that place. The purchasers expect to specialize on hardwood dimension stock, and according to present plans they will have a second mill and planer in operation soon.

### Joins G. H. Evans Lumber Company Forces

[illegible] that H. N. Saxton, Jr., the well-known hardwood exporter, formerly operating at the Knoxville Sawmill Company, Knoxville, Tenn., has recently become associated with the Evans company.

Mr. Saxton's former plant was totally destroyed by fire last January. In joining the Evans company, also a hardwood exporting as well as domestic hardwood concern, Mr. Saxton will be in a position to serve his friends with the same carefully graded hardwoods as he formerly [illegible]

### Forest Service Desires to Co-operate

That the United States Forest Service is not a mere combination of theorists whose chief aim is statistical compilation is being proven continuously by the various policies developed and put into effect tending to offer to the lumbering interests of the country the co-operation of this service in the solution of various problems that interest the lumbermen and for various benefits that might be worked out.

One of the latest of these efforts is seen in the plan as formulated and put into operation May 1, in which a representative of the service, E. S. Bryant, is now making close observation of hardwood operations, the idea being to create if possible a greater interest in the conserving of second-growth timber which now is of too poor quality to be marketable at a profit for such timber as increasing variety of utilization and increased stumpage values will have effected a value for the products of these inferior logs which will make their exploitation a business proposition.

That the hardwood operators for the most part have not given the consideration to this possibility which it unquestionably deserves, is generally conceded. For the most part they have been more intent on maintaining their present-day operations and producing and selling as much lumber as possible without reasonable thought of the future of their respective institutions. That in a great many cases timber which at the present date is of no value or of negative value if cut, will be of real marketable value fifteen to twenty-five years from now is unquestionably a fact.

Mr. Bryant's work consists in lining up lumbering operations, the character of whose stumpage indicates that such a plan of cycle cutting will be feasible and in endeavoring to interest operators in this plan for taking out now only such timber as is marketable in the form of lumber at a profit, and leaving the second cut for future operations when it will have attained size and market value to make its exploitation possible. A great deal of timber of this character is now being cut simply because the operators happen to be in that section and little or no thought is given to the question of whether or not cutting at this time is not distinctly bad business.

Of course, such a plan of operation would apply only to large opera- [illegible] such operations as are suitable only for timber.

[illegible] hoped that his purpose will meet with the thoughtful consideration which it merits.

[illegible] the southwestern states, but will eventually cover all of the producing fields.

### An Efficient Cruising and Engineering Service

The formation of the cruising and engineering department of the L. E. Campbell Lumber Company, Ford building, Detroit, Mich., is a matter of evolution and has been in accord with the modern tendencies of the time. That is, the endeavor has been to concentrate more and more on the one man the efforts of this department.

This organization was founded by L. E. Campbell years ago, Mr. Campbell coming west to the lower peninsula of Michigan in the latter part of 1850. At that time Michigan was practically a wilderness but was bountifully blessed with a high class of hardwood and soft wood timber, and was a fertile field for lumber operations.

Mr. Campbell originally began his operations with cutting oak and walnut and shipped the product to the eastern markets. The fame of the Michigan product in this line was so well known at that date that a ready market awaited the magnificent product of walnut and oak mills which he operated.

Following the operations in the southern part of the state, the activities were directed to the northern portion of Michigan, where the virgin pine placed adjacent to the shores of Lake Huron are located. In the early '60s the first sawmill was erected at Campbellsville, Mich., at which point the city of Alpena afterward developed. Alpena has since become famous as one of the principal white pine centers of the United States. The fame of the white and Norway pine of that region will long be remembered.

With the advent of the latter '80s, came the practical completion of the task of cutting the large timber. By this time the younger members of the family had taken up the work and these people now turned their attention to the South where operations were planned in the various hardwood centers for which that region is famous. Hardwood operations received the most attention, but in addition a considerable effort was spent in the exploitation of cypress and other woods in that region.

In connection with the southern operations other members of the Campbell organization engaged in the veneer business, which eventually led to the investigation of tropical timber such as mahogany and other woods found in Mexico and the Latin American Republic. This investigation eventually led to the cutting of mahogany logs on the west coast of Africa and shipments from the port of Axim of large cargoes of African mahogany timber to Liverpool and American markets.

The wide variety of experience of the Campbell operations has resulted [illegible] of the lumber business in all of its phases. As a result the company was many times called upon to investigate and report on timber in various sections of the North. In fact, in some instances the services were required to take charge of lumbering operations which had been mismanaged for the purpose of putting them back on a strong working basis.

This gradually led to the development of a cruising and estimating department, which has operated in practically all portions of the world where timber is of commercial importance. One investigation led to another until eventually the services of the Campbell company were called upon for investigations in far-off Chile and the Argentine as well as in many sections of the Far North, such as Canada and the Pacific Coast states.

Finally it was decided that to best serve the interests of all and again knowing the special benefits of organized effort, a separate cruising department was organized which has available today some of the best cruising and engineering talent of the United States. This department takes care of timber cruising, map making, the operation of working companies, and in short is ready to undertake any phase of lumbering from the stump to the finished product.

An interesting and attractive little booklet has just been gotten out by Manager Charles A. Barnum, forest engineer, in charge of the cruising and engineering department. Mr. Barnum went with the company but a few months ago and has since this connection made rapid strides in the development of new business in various parts of the world.

Regarding this booklet, it contains a great deal of interesting information of an unusually valuable character, but put together in a readable manner which should make it a desirable acquisition for any hardwood operator or timber holder. HARDWOOD RECORD believes that a copy of this booklet can be secured by writing the L. E. Campbell Lumber Company.

### Receiver's Preliminary Report

The Michigan Trust Company of Grand Rapids, Mich., has sent out a preliminary report, as receiver of the W. H. White Company, showing progress toward settling the affairs of the company. When the receiver took charge, November 19, 1913, the company's liabilities totaled $1,211,000, and its assets consisted of stock and timber. On May 15, 1914, the liabilities had been reduced to $1,015,700, and the receiver was confident that the sale of lumber as soon as it is ready for market will greatly reduce the debts against the concern. A little later the court will be asked for an order requiring creditors to submit proofs of their claims.

GENERAL VIEW OF VENEER AND HARDWOOD PLANT, STIMSON VENEER & LUMBER COMPANY, MEMPHIS

### An Unusually Efficient Plant

Some time ago, as was reported in HARDWOOD RECORD, J. V. Stimson of Huntingburg, Ind., took over the C. L. Willey mill and property at Memphis and organized the Stimson Veneer & Lumber Company. Mr. Stimson has placed his son Robert in charge of this branch of his business, and the younger Stimson has developed a plant that embodies so many unusual features that HARDWOOD RECORD takes pleasure in presenting this short sketch to interested readers.

The entire property covers twenty-two and a half acres and is situated in North Memphis on the Belt line. Ten acres of this property are on unusually high ground, open to all prevailing winds and in the yards there are laid 1,700 foundations with a capacity of 7,000,000 feet of lumber.

The plant is also equipped with a covered loading shed with a capacity of 1,000,000 feet and end-drying frames for thin stock also having a 1,000,000 feet capacity. In order to obviate the necessity for losing time on rainy days, all the drives have been filled with cinders or rocks, which keep them in first-class shape even under the most adverse conditions.

Regarding the mill, this is an excellently laid out plant and consists of a double band and resaw. Ample provision has been made for improvements and additions as it might be deemed wise to make them.

Of these mills one is a fast feeding equipment with a 12-inch shot-gun feed, a 9-foot mill and a 12-inch saw. This mill has a daily capacity of 45,000 feet of hardwood and is run on plain oak, gum and ash. The other mill is strictly for quartered oak stock, is equipped with a 7-foot mill with 10-inch saw and has a 9-inch shotgun feed and a capacity of from 15,000 to 25,000 of quartered oak a day.

One feature of the mill which is also unusual is the arrangement for running cars of logs directly into the mill and unloading on the log deck, which of course saves a very considerable amount of time under certain conditions. The log yard is equipped with a Baldwin tractor derrick for loading and unloading, and also with one 80-foot stationary derrick to supply the veneer mill.

Strips produced at the sawmills are sized according to widths and lengths, a circular resaw being used for the necessary ripping. By thus stacking the various sizes of narrow stock separately it is possible to meet the demands for unusual wants expeditiously.

To complete the boiler equipment the company is just now installing a Dutch oven on each of its four boilers, this being of the Quinn company type.

Regarding the sawmill offal, all of this is carried automatically with a conveyer system to a roll of seven slashes and saws, where it is converted into 14-inch fuel wood for domestic use. So far the company has been able to dispose of all of this stock as fast as it can be cut. Of course a hog is used but it is not fed as regularly as the average sawmill hog.

In order to take care of the necessary resaw work a 7-foot Mershon band resaw has been installed with a 12-inch blade. Regarding the veneer mill, this is equipped with six concrete vats, one 100-inch Capitol lathe, 76-inch Capitol lathe and a full complement of Capitol clippers.

As to the drying, this is amply taken care of by a Philadelphia textile dryer, and ample room on the second floor is provided to hang stock for air-drying. All drawer bottom stock is dried on sticks to insure flatness.

The capacity of the veneer plant is about 75,000 feet of logs a day. This plant is under the direct supervision of O. K. Quick, an experienced veneer manufacturer.

At the present time the Stimson Veneer & Lumber Company is working a tract of 5,400 acres of hardwoods lying about thirty miles south of Helena, Ark. The timber is exceptionally heavy on this tract and a double-end four-line Clyde skidder and loader is used. The skidder has a mechanical rehaul which makes the woods operation a steam proposition throughout.

Robert Stimson seems to be developing into a true son of J. V. He resembles his father in a great many ways, in his mannerisms and methods, and also in his appearance. Since his graduation from college he has devoted himself exclusively to mastering the various details of his father's business. His father has given him authority to carry out his own ideas in the operation of the Memphis plant, which he is doing both as to mill and office work, it being pleasantly located on a high point of ground and tastefully arranged and furnished.

### New Company Chartered in Arkansas

The Kurz-Downey Company of Arkansas was recently granted a charter in that state for the purpose of manufactruing lumber and timber products. The headquarters of the company will be at Helena. The capital stock is $100,000, of which $60,000 is paid in. The officers are W. F. Kurz, president; N. I. Downey, vice-president, and A. C. Thompson, secretary and treasurer.

### Oak Timber Purchased

Announcement is made that a hardwood mill is to be installed in Lefiore County, Mississippi, on a tract of 5,200 acres, chiefly oak, recently purchased by James Pearson of Vicksburg, Miss., and G. H. Miller and John E. Patterson of Chattanooga, Tenn. It is the intention of the purchasers to erect a sawmill. They also expect to plat the land into small acreage tracts, as it is cleared, and dispose of it to actual settlers. The consideration was in excess of $100,000.

### Will Saw Hardwoods

The machinery for a complete hardwood sawmill has been purchased by the Crittenden & Lentz Lumber Company of Greenville, Miss., and the work of erecting the mill will be begun at once. It is expected that the plant will be in operation at an early date. It will be built near Greenville.

### Stimson-Maunkhouser

On Wednesday, June 17, A. F. Stimson of Huntingburg, Ind., youngest son of J. V. Stimson of that place, was married to Miss Alma Maunkhouser, daughter of the president of the First National Bank of Huntingburg. Mr. and Mrs. Stimson are now on an extended wedding trip and upon their return will take up their residence in Huntingburg.

This marriage is the culmination of a romance extending back through grammar-school days, as the present bride and groom have been sweethearts since that time.

F. A. Stimson is now the active head of the Stimson interests at Huntingburg.

### Death of a War Drum Manufacturer

In the death of Anthony Miller in Spring Lake, N. J., early in June, at the age of ninety, an interesting character passed from the scene. He was a manufacturer of drums with which the Union armies were equipped during the Civil war. In addition to making drums in his factory, he shouldered his musket and went to the front with the

VIEW OF THE WELL FILLED HARDWOOD YARDS OF THE STIMSON VENEER & LUMBER COMPANY, MEMPHIS

### Death of Overton W. Price

foresters in the United States, having received his education and much of his experience in the schools and forests of Germany. He was a man of great executive ability and was an earnest worker. He enjoyed the confidence of Mr. Pinchot and was one of his ablest helpers in forestry and other conservation work. Since severing his connection with the Forest Service Mr. Price had been connected with the American Forestry Association, of which he was vice-president. He was a member of and active worker in a number of associations, including the National Geographical Society. He recently spent some months in British Columbia organizing the forest service of that province.

## *Pertinent Information*

### Want No Rate Reduction

Tennessee Railroad Commission against the proposed reduction of lumber rates to Nashville from points on the N. C. & St. Louis Railway. The reduction had been asked for by the Nashville Lumbermen's Club and the Nashville Business Men's Association. The four firms which filed the protest were, Cumberland Lumber Company, the Carter-Potter Company, the Sparta Spoke Factory, and Lee & Forchee, all of Sparta. Opposition to lower rates to Nashville were based on the allegation that such rates would take timber away from those companies and send it to Nashville, and that Nashville already has rates so low that it can compete on the most advantageous terms to herself with the firms at Sparta. The reduction in rates asked for, it is asserted, would drive the Sparta firms out of business.

### Decision in Knoxville Case

At Washington, D. C., on June 18 the Interstate Commerce Commission decided what is known as the Knoxville rate case, which concerns lumber rates to Knoxville and Lenoir City, Tenn., from points on the Mobile division of the Southern Railway between Mobile and Marion Junction, and from points between Selma, Ala., and Meridian, Miss. The commission decided that an increase of one cent per 100 pounds from Decatur and Sheffield was justified, and the carriers were authorized to establish a twelve-cent rate from Decatur and a thirteen-cent rate from Sheffield.

### Car Surpluses and Shortages

The statement of car surpluses and shortages as issued on June 15 by The American Railway Association, shows a reduction in surplus cars, the surplus, however, being still larger than for any corresponding date since 1909. The surplus on June 15 was 232,994, against 242,572 cars on June 1, a year ago, and a shortage of 660 cars on June 15, 1914, against 770 cars on June 1, 1914.

### A Book About Lumber

A book of 352 pages, with the title "Lumber and Its Uses," is the work of Royal S. Kellogg of Wausau, Wis., secretary of the Northern Hemlock and Hardwood Manufacturers' Association. There are few men in the United States better qualified to write intelligently of lumber than Mr. Kellogg. Figuratively speaking, he "has been through the mill." He was for several years in charge of the Office of Utilization of the United State Forest Service at Washington, and his work there brought him in contact with all branches of wood manufacturing, as well as with all lines of work in the forests. He wrote the government report on "The Forests of Alaska," after a personal investigation extending over thousands of miles in that territory. Since he took the secretaryship of the Northern Hemlock and Hardwood Manufacturers' Association he has been active in the business end of lumbering.

His book deals principally, as its title implies, with the uses of the principal commercial woods of the United States. It gives figures on weight, strength, color and other properties and qualities; and in preparing the tables and diagrams, of which he makes abundant use, he avails himself of the latest and most authentic figures.

He has written his book with the special object in view of making it serviceable to the architect and builder. In fact, the work was published by The Radford Architectural Company of Chicago. It is amply illustrated and indexed. The discussion of prices presents the factors which govern the cost of lumber; and the cost of various styles of houses in different regions is presented in an interesting analysis.

### Protest Against Duty on Beaded Stock

case under the new tariff act, the first involving a similar ruling in the whole record in this latest case is similar to that in the novelty siding a single operation producing the bead while the lumber is being planed and tongued and grooved. The Government contended that the bead effect made the lumber dutiable because it was further manufactured than planed and tongued and grooved, which material is free of duty under means approximately $3.00 per thousand, while under the old tariff the tax was but $1.50.

The case will be decided on the facts brought out at the hearing unless the Government produces some evidence in support of its contention. A decision is expected in September.

### Building Operations for May

Building operations for May ran along at an almost perfect pace with those of May last year. The difference in volume was only a small fraction of one per cent. Official reports of the building permits issued in 70 cities, received by the American Contractor, Chicago, aggregate a total of $72,077,112 for the month as compared with $72,251,905 for May, 1913. Of the 70 gains were shown by 37 and losses by 33.

The more notable instances of improvement in building activities are as follows: Omaha, 140 per cent gain; South Bend, 100 per cent; Minneapolis, 98 per cent; Grand Rapids, 93; Pittsburgh, 89; Albany, 77; Manhattan, New York, 76; Toledo, 65.

For the first five months of the year the building permits issued by these cities totaled $297,275,008, as compared with $313,175,470 for the corresponding five months of 1913, a decrease of 5 per cent. The detailed statement is as follows:

| City | May, 1914 | May, 1913 | Per Cent Gain | Per Cent Loss |
|---|---|---|---|---|
| Akron | $ 399,950 | $ 281,180 | 42 | |
| Albany | 566,565 | 320,955 | 77 | |
| Altoona | 292,200 | 311,457 | | 6 |
| Baltimore | 1,032,200 | 831,147 | 28 | |
| Boston | 674,988 | 2,614,400 | | 74 |
| Buffalo | 1,124,000 | 1,568,000 | | 28 |
| Cedar Rapids | 321,000 | 295,000 | 8 | |
| Chattanooga | 78,400 | 70,390 | 11 | |
| Chicago | 6,919,150 | 8,916,500 | | 22 |
| Cincinnati | 1,181,715 | 790,572 | 49 | |
| Cleveland | 2,201,820 | 1,958,927 | 12 | |
| Columbus | 641,000 | 615,338 | 37 | |
| Dallas | 540,100 | 1,107,405 | | 51 |
| Dayton | 405,671 | 94,825 | 605 | |
| Denver | 218,450 | 224,450 | | 3 |
| Detroit | 3,038,925 | 3,900,645 | | 22 |
| Duluth | 340,305 | 282,750 | 20 | |
| Evansville | 168,168 | 183,698 | | 8 |
| Ft. Wayne | 392,275 | 235,250 | 48 | |
| Grand Rapids | 304,759 | 320,057 | | 5 |
| Harrisburg | 129,175 | 124,050 | 4 | |
| Hartford | 430,159 | 674,530 | | 36 |
| Indianapolis | 1,547,787 | 1,088,479 | 42 | |
| Kansas City | 1,177,915 | 1,129,660 | 4 | |
| Lincoln | 88,932 | 131,095 | | 32 |
| Little Rock | 117,285 | 169,413 | | 31 |
| Los Angeles | 1,478,703 | 3,735,410 | | 60 |
| Louisville | 459,830 | 367,460 | 25 | |
| Manchester | 240,805 | 240,917 | | 28 |
| Memphis | 304,695 | 417,412 | | 47 |
| Milwaukee | 1,684,089 | 1,390,866 | 21 | |
| Minneapolis | 3,100,985 | 1,200,645 | 160 | |
| Newark | 809,288 | 1,683,705 | | 52 |
| New Haven | 307,200 | 351,936 | | 13 |
| New Orleans | 294,587 | 418,086 | | 51 |
| New York: | | | | |
| Manhattan | 8,656,959 | 4,926,544 | 76 | |
| Bronx | 1,519,258 | 8,247,934 | | 53 |
| Brooklyn | 3,852,523 | 3,100,670 | 24 | |
| Queens | 2,208,870 | 2,208,870 | 76 | |
| Boro. of Richmond | 350,103 | 442,406 | | 21 |
| Total | 16,679,782 | 13,755,620 | 21 | |
| Oakland | 366,728 | 1,282,145 | | 71 |
| Oklahoma | 28,162 | 18,445 | 53 | |
| Omaha | 1,146,853 | 477,000 | 140 | |
| Paterson | 173,471 | 101,660 | 71 | |
| Peoria | 272,015 | 601,483 | | 55 |
| Philadelphia | 6,264,040 | 4,170,095 | 50 | |
| Pittsburgh | 1,792,209 | 841,716 | 89 | |
| Reading | 438,750 | 438,750 | | 24 |
| Richmond | 370,034 | 292,651 | 26 | |
| Rochester | 1,343,781 | 1,078,387 | 22 | |
| Salt Lake City | 300,914 | 240,775 | 25 | |
| San Francisco | 1,781,148 | 1,728,244 | 3 | |
| Seattle | 1,017,000 | 900,000 | 18 | |
| St. Louis | 1,503,214 | 1,074,108 | 40 | |
| St. Paul | 194,351 | 140,537 | | 28 |
| Seattle | 809,405 | 683,380 | 18 | |
| Shreveport | 106,800 | 158,870 | | 33 |
| Sioux City | 196,583 | 159,135 | 23 | |
| South Bend | 466,956 | 233,030 | 100 | |
| Spokane | 103,542 | 1,344,090 | | 92 |
| Springfield, Ill. | 108,175 | 120,040 | | 10 |
| Syracuse | 238,000 | 280,057 | 15 | |
| Tacoma | 187,391 | 231,902 | | 19 |
| Toledo | 792,159 | 479,930 | 65 | |
| Trenton | 96,200 | 121,201 | | 79 |
| Washington | 1,054,404 | 976,832 | 8 | |
| Wilkes Barre | 75,978 | 93,256 | | 18 |
| Worcester | 647,401 | 884,047 | | 27 |
| Total | $72,077,112 | $72,251,905 | | 0 |

### Wood Imports and Exports for April

The imports of wood of all kinds into the United States during April, 1914, are given below:

| | |
|---|---|
| Briar root | $ 27,876 |
| Logs and round timbers | 169,557 |
| Cabinet woods | 513,876 |
| Pulpwood | 456,695 |
| Other manufactured wood | 166,663 |
| Boards, planks, etc. | 1,092,223 |
| Lath | 71,015 |
| Shingles | 260,084 |
| Furniture | 72,489 |
| Chair cane | 35,163 |
| Wood pulp | 1,378,652 |
| All other manufactures | 378,549 |
| Value of total imports | $4,562,672 |

Total for April, 1913, $4,334,842.
Gain of imports over corresponding month last year, $227,830.

The exports for April, 1914, were as given below:

| | |
|---|---|
| Round timber | $ 320,426 |
| Other unmanufactured wood | 22,651 |
| Hewed and sawed timber | 1,313,368 |
| Lumber | 5,059,038 |
| Joists and scantling | 10,389 |
| Other manufactures of wood | 2,622,548 |
| Total exports | $9,348,420 |

The exports for the corresponding month in 1913 were valued at $11,149,692, a falling off of $1,801,272.

### Wisconsin's Industrial Commission

The State Industrial Commission of Wisconsin is staying pretty close to its job, judging by the amount of work it is doing. Within the past year it has published six reports, aggregating more than two hundred pages, dealing with industrial affairs in the state. The titles of these reports, as they are given below, outline the scope of the various investigations:

"Workmen's Compensation," from July 1, 1912, to June 30, 1913.
"Shop Lighting," a handbook for superintendents and electricians.
"Infections and Their Prevention," shop bulletin No. 5.
"Accidents Caused by Objects Striking Workmen."
"Gear Accidents and Their Prevention."
"Child Labor, with Explanatory Notes."

### Barge Traffic Ceases

The barge Excel which for years has carried forest products on the Mississippi and lower Ohio rivers, has made its last trip in that capacity. It arrived in New Orleans, towed by the tug Horn, late in May. The particular class of goods which has been carried by this barge is oak wagon and carriage material, and wooden harness parts, manufactured by Peckinpaugh, Harrison & Co. at its mill at Alton, Ind., and consigned to the factory in New Orleans. A large part of the material used in their factory has been transported in this way. The trip just made, however, is the last of the kind, and the barge has been withdrawn from service and offered for sale.

### Michigan Forest Fires in May

From May 11 to 22 there were 127 forest fires on the lower peninsula, Michigan, running over 49,470 acres, and doing damage to the extent of $4,000. This is the substance of a report to Chief Warden Hickok by the Michigan Hardwood Manufacturers' Association's fire wardens. Nineteen fires were due to railroads, seventy-seven to settlers, and the others to fishermen and other agencies. This shows a marked improvement over last year in the fires caused by railroads.

### What Dry Rot Is

Dry rot, a term applied to a certain kind of decay in timber, is not aptly named. Decay of wood is caused by fungus, and this plant cannot live without water. Consequently, without dampness, wood will not rot. When wood is said to rot on account of dryness, it is simply a case of appearances being misleading. The fungus which produces dry rot, or one of the fungi, is classified as *merulius lachrymans*. The name furnishes the key to the method by which the decay is produced. The dry rot fungus has no English name, but *lachrymans* means "weeping." That is what happens. The fungus possesses the power of collecting drops of water from the air. This produces the dampness at the spot where decay is taking place. The air is nearly always damp enough to supply the necessary drops of water, which the fungus is able to condense into globules and deliver them where needed. Dry rot usually takes place in basements, beneath or between floors, and near the base of walls. The air in such situations generally contains more or less moisture, although the casual observer takes it for granted that it is dry and concludes that decay which occurs there is induced without dampness.

### Movement to Use More Wood in House Building

There is a movement in England as well as in this country, to use more wood in house building. In England the frame structure is commonly called a "timbered house." A recent issue of the London *Timber News* says that the charm of such houses, many of which are to be found in England, not only appeals strongly to lovers of the picturesque at home, but also favorably impresses tourists from all parts of the world. There is a belief that the timbered house is coming into its own again, and certainly a decided revival of this particular kind of Elizabethan house would be something of a boon to the timber trade, and in some measure compensate for the loss occasioned by changes in other departments of building construction. The Shakespeare compound, the building known as the office, and a house, in the main street of Stratford-on-Avon, are among the most notable of timbered houses, and these are visited annually by thousands of people. Coventry also can boast of a timbered house that is in a sense unique, and here timbering may be seen at its best. Quaint old Chester is famous for its streets of timbered houses, the upper stories of which project over the pavement, and afford the pedestrian shade from the sun and protection from rain. At Oxford there are many timbered houses lovely in their simplicity of architecture, while at Lincoln one finds a foil for these in still other timbered structures filled with a delightful mixture of beams and plaster. In conclusion, let the timber trade do what it can to help the timbered houses along, thus helping itself and adding ornament to the dwellings of the land.

### Japanese Oak

The *London Timber Trades Journal* says that the color of Japanese oak is similar to the oak of Europe and is very uniform, and that it is impossible in finished work to distinguish it from Austrian or other European. It is closer in texture and grain, and consequently finer, and on the whole slightly heavier in weight, and a little more porous. The medullary ray is finer, which makes the clash or figure slightly smaller, but not less pleasing in appearance. The uniformity of color is a great advantage as compared with the great variety of tints which are to be found in the produce of American oaks. The annual layers of growth are much closer and smaller, so that it takes a much greater length of time to produce the same size than in other countries. The marketable timber comes from mature trees of great age, and grown in virgin forests which provide the most free from knots or branches, with the straightest, soundest hearts of any known oak. The result is that in conversion the largest percentage of clean, sound timber can be obtained. Its principal


The Ferd. Brenner Lumber Co., Alexandria, Louisiana

Manufacturers of High Grade Hardwoods DAILY CAPACITY 125000 FEET

COLFAX HARDWOOD LUMBER CO.
MANUFACTURERS
ASH OAK CYPRESS GUM
All stock band sawn, well manufactured, carefully graded, good average widths and high percentage of 14 and 16 ft. lengths.
No manipulation of grades.
Located on La. R. & N. Co. COLFAX, LA. Consumers' inquiries desired

AT HALF PRICE
STEAM SKIDDER
AND LOADER COMBINED
Clyde Modern Equipment. Used about sixty days. Operations discontinued. No further use for it
For Particulars Write
GOGEBIC LUMBER CO.
GRAND RAPIDS, MICH.

Paepcke Leicht Lumber Co.
Conway Building 111 W. Washington Street
CHICAGO

RED GUM
AMERICA'S FINEST CABINET WOOD

Consider its good qualities.

It has strength.

Can be brought to a very smooth surface and consequently will take high polish in finishing.

Will not split easily.

Runs strong to wide widths and long lengths.

Is not easily marred or dented.

It can be supplied flat and straight—free of warp and twist.

Has beauty, color, life and character.

Considering its numerous good qualities, it is the lowest priced good hardwood on the market today.

We are the largest producers of Gum in the world.

Have a large and well assorted stock on hand at all times.

Can manufacture special thicknesses on short notice.

We guarantee
QUICK SHIPMENTS
GOOD GRADES
DRY STOCK
GOOD WIDTHS
GOOD LENGTHS
SATISFACTION

Band mills at
HELENA, ARK. BLYTHEVILLE, ARK.
GREENVILLE, MISS.

*Write, phone or wire for prices*

Paepcke Leicht Lumber Co.
Conway Building 111 W. Washington St.
CHICAGO

[illegible] to the consumer, to decide due to its great age which results in a certain amount of knots, stones and a small quantity of dozy or foxy wood. It [illegible] quality and when properly manufactured [illegible] with. Wood that is rotted, unsound, heavy, [illegible] destroyed [illegible] and it does not [illegible] to any advantage of other woods will be experienced. It is [illegible] for [illegible]. The fine, satin gloss grain and [illegible] suited for [illegible] from floating and the mild, straight grain adapts it for preparation and laying. It also is very suitable for veneering, and especially so for knife-cut work and three-ply.

### Increased Value of Farm Buildings

The value of [illegible] in the United States is said to have increased $4,760,000,000 [illegible] since the outbreak of war due to new [illegible] and improvements [illegible] the dilapidation in the old, and to the [illegible] in the [illegible] type. It is estimated that $2,000,000,000 [illegible] has been [illegible] in the country and its farm buildings. Lumbermen who view with some alarm the inroads which cement and [illegible] are making in the [illegible] should not consider too hastily that lumber is losing ground. The worst that can be said for it is that it is not [illegible] as [illegible] [illegible] substitutes are taking some of it, but it is reasonably certain that the sales of lumber are [illegible] [illegible] [illegible] [illegible] made there by substitutes.

### New York Hickory Trees in Danger

It is said that a very serious danger menaces the hickory trees in various parts of the state of New York, and the trouble may extend to other places. In some regions a large percentage (sometimes as high as eighty per cent) of the hickories have been killed by the hickory bark beetle, a small insect which lives between the inner bark and sapwood of the trees and by means of its tunnels cuts off the flow of sap to the upper part of the tree. The hickory tree in the infested region is doomed both as a shade tree and from a commercial standpoint unless active work is done to check this insect. This can be done only by cutting the trees killed the previous season and so disposing of the bark and branches as to destroy the young living insects within. The best way is to burn the entire tree or submerge it in water for two weeks.

### To Bridge the Mississippi at New Orleans

A plan twenty years old seems in a fair way now to be carried out, by which the Mississippi river, four miles above New Orleans, will be bridged. It has been supposed that no bridge could be built south of Baton Rouge on account of the deep sand and treacherous ground forming the river's bed and banks. It has been ascertained, however, that foundations can be had [illegible] through [illegible] [illegible] [illegible] 170 feet beneath the level of low water. That will be seventy feet below the bottom of the river bed, as the stream is 100 feet deep in low water and about 120 feet at the flood stage. The floor of the proposed bridge will be 105 feet above low water level. The height of the piers from foundation to floor of the bridge will be 275 feet. The foundations will not rest on solid rock, but on coarse sand.

No one seems to know how deep it would be necessary to dig to find bed rock. At Jennings, La., the sand goes down at least 2,000 feet, and a cypress log was recently penetrated at that depth by an oil well auger. Apparently the river on the Gulf of Mexico has filled the land to that depth. Engineers express no doubt that the sand at 170 feet will afford ample foundation for the bridge, although it will be an enormously heavy structure. The main span will be 1,070 feet long of cantilever type.

The total length of the steel structure will be over two miles, and its maximum height from the foundation to the top of the towers will be 450 feet. The width is to be forty feet. The bridge with its approaches will be six and a half miles long.

The total cost of the bridge will be $6,000,000. The slow and costly process of ferrying all trains across the Mississippi on the lower several hundred miles of the river is responsible for the revival of the movement to construct the bridge. It is believed that railroads will save enough in a short time to pay for the bridge, and the commercial importance of New Orleans and the surrounding region will be greatly increased.

### Kauri Pine Gum

Kauri pine gum is valuable in the manufacture of varnish. It comes from New Zealand. Some of it is procured from the living trees by tapping in a manner somewhat similar to that practiced on the southern yellow pines of this country, and some is dug from the ground and is known as fossil gum. The latter is more important in commerce, but the former is of better quality. The fossil gum is found beneath the surface of the ground in regions where no trees are now found. It is the most durable remains of former forests which disappeared ages ago. The area which is known to contain the fossil gum covers 914,000 acres. Since 1853 the exports of the gum from New Zealand have totaled $85,000,000 in value. In 1912 the exports were 8,014 tons, worth $2,500,000. The lowest grade is worth $25 a ton, the best $1,800. There is believed to be a supply for many years. The New Zealand government, which owns the best gum land, does not encourage over-production. The purpose is to keep up a moderate supply which will maintain good prices. Nearly the whole of the gum digging is done by 6,000 Austrians who constitute the only important foreign labor element in New Zealand.

### Forestry Exhibits for Teachers

The American Forestry Association plans to take an important part in forestry instruction in July at Chautauqua, N. Y. It will be the association's midsummer meeting and the 8,000 teachers who will then be at Chautauqua will be entertained by lectures and moving pictures illustrating the tree's battle for life from the time it emerges from the seed until it is finally swallowed up in a forest fire, or is cut into lumber and goes to market. Some of the best known foresters of this country and Canada will be present, as well as men thoroughly posted in the lumber business. The two days which will be given to teachers will be July 9 and 10.

### Wood Preservatives Consumed Annually

The American Wood Preservers' Association, in co-operation with the Forest Service, has compiled statistics showing the use of wood preservatives in the United States in 1913. The report, which was written by Clark W. Gould, of the Forest Service, has just been published.

In 1913 ninety-three wood-preserving plants in the United States consumed 108,373,359 gallons of creosote oil, 26,466,803 pounds of dry zinc chloride, 3,883,738 gallons of miscellaneous liquid preservatives, and small amounts of corrosive sublimate.

With these preservatives the plants treated 153,613,888 cubic feet of material, or 21.9 per cent more than in the preceding year. Estimating the material which was treated but not reported, the total is placed at 161,000,000 cubic feet.

The quantity of preservatives used in 1913 was approximately eighty per cent more than in 1908.

Railroad ties constitute the largest class of timbers treated. In 1911 the number was 31,141,231 in the United States, and in 1913 more than 40,000,000. About thirty per cent of all the ties used in 1913 in the country were treated.

The number of poles given preservative treatment in 1913 was 147,913, an increase exceeding 100 per cent over 1912. In the same year more than 11,700,000 lineal feet of piling were treated.

### Birds and Trees

It is claimed that certain birds are so closely associated with a certain kind of tree that they cannot live without it. It is thought that the spruce hen of Alaska would become extinct if the spruce forests should be destroyed. There is historical evidence that a beautiful bird, called capercalzie, ceased to exist in Ireland some centuries ago when the last pine forests there were destroyed. The pine foliage furnished a hiding place for the bird and it seemed to be incapable of accommodating itself to new environments when its old associations were broken up, although there have always been plenty of trees in Ireland to afford shelter and retreats for those birds.

### The Heaviest American Wood

It is generally considered that the heaviest American wood is the black ironwood of Florida *(Rhamnidium ferreum)*. A thousand feet of the lumber, absolutely dry, weights 13,500 pounds. It is doubtful if as much as one thousand feet of this lumber was ever cut at one time. The tree is scarce, and the trunk is short and small. Few logs as much as eight inches in diameter can be found. The tree is confined to the extreme south of Florida. It is an evergreen with leaves somewhat resembling those of live oak. In addition to its great weight, the wood is very hard and strong, though brittle. It is of slow growth. In color it is rich orange brown. As might be expected, the wood is seldom met with in commercial transactions. It apparently possesses no properties which recommend it to special uses.

### Redeeming the Sandhills

The Jack pines which were planted some years ago as an experiment on the sandhills of western Nebraska, have flourished as well as on their native hills and sands of the northern country. Trees ten years old are being cut for fence posts. With preservative treatment to hinder decay, the posts give good service. The Nebraska sand hills have been regarded as a pretty hard proposition from the tree planter's standpoint. It is supposed that a natural growth of western yellow pine once covered some spots; but climatic conditions and the periodic fires set by Indians destroyed the timber long ago, and great difficulty has been experienced in getting trees to live there. Jack pine is not a very desirable tree on general principles, but its ability to survive the dry summers assures it a welcome on the sand hills.

## *Hardwood News Notes*

### MISCELLANEOUS

The Abram Flooring Company has been organized at Buffalo, N. Y., to manufacture oak and maple flooring. It is said that there is demand in the city for the product which this company will turn out, as little flooring of this kind has been made in Buffalo recently.

It is reported from Monroe, La., that the Grayling Lumber Company has completed the installation of a hardwood flooring and finish depart-


# Panels of Perfection

There comes a time in the history of progressive manufacturers when they reach such a degree of quality in their product that every piece is an advertisement in itself.

This is responsible for the adoption and use of the trade mark, that he who runs may read and know at a glance where the quality goods bearing the trade mark were produced.

We have adopted the trade mark which you see in this advertisement. It is a simple little design with a world of meaning for the furniture manufacturer who wishes a guarantee on the panels he incorporates in his product.

A plant equipped with highly specialized machinery and craftsmen, an experienced purchasing department with a glue laboratory behind it, ample capital, and a policy that holds customers justify our use of this trade mark.

***Our Specialties are Circassian Walnut, Mahogany and Quartered Oak.***

New Albany Veneering Company
New Albany, Ind.

# Hooton Hardwood Co.

Manufacturers and Wholesalers

SOUTHERN HARDWOOD LUMBER, LOGS AND TIMBER

## CHOICE WHITE OAK

**Even color — soft texture**

7 cars—4-4 1sts and 2nds Plain
12 cars—4-4 No. 1 Com. Plain
5 cars—4-4 No. 2 Com. Plain

Good widths and lengths—Dry

Also large stock all grades and thicknesses plain Red Oak

**Terre Haute, Indiana**

# "ANDREWS"

# Transfer Cars

*Cross or End Piling*

Are of better, heavier design, stronger construction, more effectively cross-braced, and run easier than any other good Transfer Car offered.

[illegible]

Address DRIER DEPARTMENT

The A. H. Andrews Co.

115-117 S. Wabash Avenue
CHICAGO


[illegible]

[illegible]

[illegible]

[illegible] pany with headquarters at Warren, Pa. A capital stock of $100,000 is [illegible]

[illegible]

[illegible]

Incorporation papers have been granted the McIvor & Crotser Lumber Company which will have headquarters at Detroit, Mich. Its authorized [illegible]

[illegible]

It is reported that Kunkle Brothers of Bloomington, Ill., will rebuild their furniture plant in that city in the near future.

[illegible] Rapids Chair Company's plant on Monroe avenue, near the Grand Trunk [illegible]

The Boyce Lumber & Realty Company, Ltd., Boyce, La., advises that the company is moving its mill from the old site at Joiners Spur, three miles east of Boyce, to the new location near the corporate limits of the town of Boyce.

## CHICAGO

[illegible] capital stock to $75,000. [illegible]

An involuntary petition in bankruptcy has been filed in the case of [illegible]

William F. Gustine of the Cummer Manufacturing Company, Cadillac, Mich., accompanied by his wife, favored HARDWOOD RECORD with a call on June 24. Mr. and Mrs. Gustine stopped at Chicago en route to the Pacific coast.

C. A. Barnum, engineer in charge of the cruise and engineering department of the L. E. Campbell Lumber Company, Detroit, Mich., was in Chicago for a couple of days the latter part of last week. Mr. Barnum reports that that department is making rapid strides in developing a big [illegible]

Max L. Pease of the Galloway-Pease Lumber Company, Poplar Bluff, Mo., and Saginaw, Mich., was in Chicago on business a week ago.

Walter N. Kelly, Detroit, Mich., spent a few days on business in the local market last week.

E. V. Knight of the New Albany Veneering Company, New Albany, Ind., spent several days the early part of last week visiting the Chicago trade.

J. T. McRoberts, secretary and sales manager of the Hooton Hardwood Company, Terre Haute, Ind., spent last week calling on the local trade.

Thomas McFarland of Cairo, Ill., was in Chicago for several days last week, leaving direct from Chicago for the National Hardwood Lumber Association convention at Buffalo.

Other prominent members of the National association who spent several days here in conference prior to going to Buffalo were Charles H. Barnaby, Greencastle, Ind.; L. W. Ford, Goodlander-Robertson Lumber Company, Memphis, Tenn.; J. W. Dickson, Memphis, Tenn.

G. C. Robson, sales manager of the Heineman Lumber Company, Merrill, Wis., is spending a week in Chicago and adjacent territory on business.

Willis Ward, one of the trustees of the estate of David Ward, has been in Chicago for several days making arrangements for the final [illegible] acres of the late Mr. Ward.

E. S. Bryant, forest inspector of the United States Forest Service, has been spending several days in Chicago lining up a plan of work in connection with a new department in the Forest Service which will take Mr. Bryant to a great many of the larger hardwood operators, the purpose being to interest them in a feasible plan of conserving their second-growth stumpage.

## NEW YORK

[illegible] Working Company, the Bronx, of 100 cents on the dollar payable in monthly notes beginning August 1, 1914, and extending to May 1, 1915.

Sam E. Barr reports a much better demand for hardwood flooring and from the number of inquiries coming in he counts the prospects for trade in that line as very good. Mr. Barr represents the Kerry & Hanson Flooring Company, of Grayling, Mich., manufacturing the chief [illegible]

[illegible] and later with

the Dare Lumber Company, will join the Robert R. Sizer & Co. forces July 1. He is a man of wide experience and executive ability and should work into the duties of his new office in regular Sizer style. He is known in all the coast markets and mill points.

Cohen Bros., Neversink, N. Y., is a partnership formed by Hyman and Philip Cohen to cut New York state hardwoods. They are sons of J. Cohen, the Metropolitan retailer and both have had experience in the lumber business. Hyman Cohen is head of the concern and will be in active charge of operations up state where they have several stands of hardwood timber of good second growth.

The office of the new Lumbermen's Mutual Casualty Insurance Company, is showing great hustling these days. The new compensation law goes into effect July 1 and there is lots of work to be done in connection with writing the business. The local trade is going in with the company in good numbers.

The J. Marcus Wood Working Company has gone into bankruptcy; liabilities are $66,000 and assets $40,000.

## BUFFALO

The National hardwood convention appears to have been very satisfactory to all concerned. The visitors were very complimentary in their expressions of opinion and certainly the local members of the trade exerted themselves to make them comfortable. There was no distinction as to class of lumber handled here. If anyone handled lumber here, he turned in and helped. The procession of nine trolley cars that made the Niagara Gorge trip carried with it members of practically every local lumber concern of any prominence. Quite a number of the firms were represented by their entire membership, even where the list included three or four people. Somebody was always on hand to see that everything proceeded properly. This efficiency was due largely to the numerous and lengthy committee meetings held before the convention.

R. D. McLean has returned from a trip of several weeks to Cuba, buying mahogany logs for the new McLean Mahogany & Cedar Company. He has lately been making a business trip to the West.

The Yeager Lumber Company, Inc., reports hardwood trade as quiet, but the movement is a little better this month than last. The ordinary snap of this time of the year is, however, missing.

The Atlantic Lumber Company is now nicely settled in its new office—the former Scatcherd quarters on Seneca street. The office building has been renovated and is now very convenient and comfortable.

The Buffalo Hardwood Lumber Company reports a pretty fair trade this month, stating, however, that most of the orders are for quick shipment and that quantities are not large.

The National Lumber Company reports the flooring trade in both oak and maple as picking up a little, although it is not so active as usual at this season. Flooring is coming in steadily to fill the newly-completed storehouse.

H. S. Janes, formerly of this city and who for a long time made this the base of his operations, was here during the convention of the hardwood lumber association. He is now selling timber lands at Greenfield, Mass.

B. F. Ridley has been in Pennsylvania this month, shipping beech, birch and oak for Davenport & Ridley. Trade in these woods is reported rather light at present.

T. Sullivan & Co. have been selling a pretty fair quantity of brown ash this month, this being one of the most active woods at the yard. More lake lumber will be brought in later this season.

Blakeslee, Ferrin & Darling report oak as in larger demand than other hardwoods, though trade is not very active. Mixed-car buying continues the policy of most buyers.

Taylor & Crate appear to be advancing about as fast as cotton-planters as in lumber operations, perhaps from the fact that their cut-over territory is increasing all the time. They have lately reported that their Mississippi sawmills have been working this spring almost at a record-breaking rate, turning out oak chiefly.

## PHILADELPHIA

The mill of Currie & Campbell at Jacksonville, N. C., was visited by fire on June 7, in which sawmill and boiler house were destroyed. As there was no wind the rest of the plant was saved. Their stock complete was undamaged consequently. J. H. Campbell says there will be no hitch in the filling of orders. The mill will be rebuilt as rapidly as possible.

Mr. and Mrs. Emil Guenther have closed their apartments at Hamilton Court, and taken the George R. Sinnickson cottage on Valley road, Paoli, Pa., where with their son, J. Jordan Guenther, they will spend the summer.

The Ryan Wagon Company, 1406 and 8 North Front street, and two adjoining buildings were destroyed by fire on June 12, causing a loss of about $15,000.

John E. Challenger, for many years connected with the Reading Railroad, as assistant to J. Lowrie Bell, traffic manager, died suddenly on June 13. At the time of his death he was head of the Challenger Car Demurrage Record Company, Land Title building. Mr. Challenger was personally well known to the local lumber trade. He was fifty-six years old.


# SPECIAL PRICE FOR QUICK SALE:

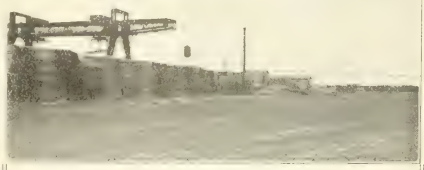
No. 1 Com. Hickory
3 cars 2″
3 cars 2½″ to 4″

No. 1 Com. Ash
3 cars 2″

No. 1 Com. Poplar
1 car 8/8″
2 cars ¾″
2 cars 1½″
1 car 2″

No. 1 Plain Oak
6 cars 1″
4 cars 1¼″
2 cars 2″

**Goodlander-Robertson Lumber Company**
MANUFACTURERS AND WHOLESALERS
**HARDWOOD LUMBER**
Yards and Office:
**Kansas Avenue** **Memphis, Tenn.**



*No Animals in This Yard*

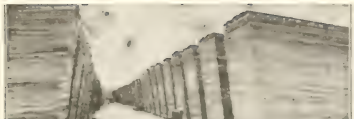
# DRY:

1 car 5/8″ FAS Plain Red Oak
2 cars ¾″ FAS Plain Red Oak
5 cars 4/4″ FAS Plain Red Oak
1 car 5/4″ FAS Plain Red Oak
2 cars 4/4″ FAS La. Red Cypress
2 cars 5/4″ Red Gum (wide & mostly 16′)

**D. K. Jeffris & Co.**
**CHICAGO**

Hardwoods
Concordia Land & Timber Co.
Jeffris, La.

Yellow Pine
Manchester Saw Mills
Manchester, Ala.




**Dermott Land and Lumber Company**
**DERMOTT, ARK.**

**STEVEN & JARVIS LUMBER CO.**
**OF EAU CLAIRE, WISCONSIN**

OFFER YOU STANDARD GRADES
WELL MANUFACTURED

ASH BASSWOOD BIRCH
ROCK AND SOFT ELM
HARD AND SOFT MAPLE

Stocks cut 4/4, 5/4, 6/4, 8/4, 10/4, 12/4

WRITE US FOR PRICES DELIVERED YOUR STATION

**The White Lake Lumber Co.**
Peoples Gas Bldg., CHICAGO, ILL.

**Northern and Southern Hardwoods**
CAR STOCK

WHITE PINE YELLOW PINE

*High Quality—Prompt Delivery*

WE WANT TO MOVE AT ONCE

10 cars 1" No. 1 Common Basswood
5 cars 1" No. 2 Common Basswood
30 cars 1" Red or White Oak, all grades
40 cars 1" Red and Sap Gum, all grades
*Send us your inquiries* The last two items are but one-half dry

**On the Following Stock We Will Make Special Prices for Prompt Shipment:**

28,000' 5/8x18" & up No. 1 & Panel Poplar
230,000' 4/4 No. 1 Common Poplar
37,000' 4/4x18" & up No. 1 & Panel Poplar
95,000' 8/4 No. 2 Common Poplar
22,000' 12/4 Nos. 1 & 2 Poplar
20,000' 12/4 Select Poplar
12,000' 5/4 Nos. 1 & 2 Qtd Poplar
36,000' 8/4 Nos. 1 & 2 Wormy Chestnut
74,000' 5/4 No. 1 Common Chestnut
81,000' 8/4 No. 1 Common Chestnut
21,000' 6/4 Nos. 1 & 2 Red Birch
17,000' 8/4 Nos. 1 & 2 Red Birch
6,000' 12/4 Nos. 1 & 2 Red Birch
6,000' 16/4 Nos. 1 & 2 Red Birch
15,000' 4/4 Nos. 1 & 2 White Ash
71,000' 4/4 No. 1 Common White Ash
22,000' 12/4 No. 1 Common White Ash
7,000' 16/4 No. 1 Common Plain Oak
115,000' 4/4 No. 1 Common Plain Red Oak
13,000' 6/4 No. 1 Common Plain Red Oak
56,000' 4/4 No. 1 Common Plain White Oak

**The Atlantic Lumber Co.**
70 Kilby Street, Boston, Mass.


Hayward H. Eddy, vice-president and treasurer of E. E. Rice & Co., [illegible] Building and Lumber Dealers Association, has been in Paris [illegible] the Rice interests in that city for the past [illegible] years.

Charles D. Rockwood of the E. E. Rice Company, accompanied by [illegible] and Mrs. Rockwood, motored to Bar Harbor, Me., [illegible] Heath, [illegible] and Mrs. Rockwood, N. J., for the week-end.

H. E. Hagerman of Hagerman & Dewey, [illegible] in the South of [illegible] and Mrs. Hagerman, [illegible] Mrs. Dewey, [illegible] Bay Head, N. J., for the summer, and will run down there for the week-ends.

J. W. [illegible] and [illegible] Lumber Company, is apparently [illegible] self with the Gill Lumber Company. The company is now fully established in its commodious offices, 1031 Land Title building. It heretofore handled only North Carolina pine product, but will now take up [illegible] and hardwood. It is [illegible] May and [illegible] that the company has had [illegible] business but admits that it is satisfied as a [illegible] so far.

## BOSTON

The [illegible] at the [illegible] Wakefield plant of Hay and Bacheller & Wingood Company has been settled after great effort on the part of the public officials, the company and representatives of the employes, operation at full time was resumed, but within a few days a portion of the men went to the mills belonging to the A. F. of L. [illegible] declaration with the company's methods of carrying out its agreement issuing from the strike, and again walked out. The company immediately closed the factory for an indefinite period and discharged all employes from its service. No intimation is to be had when the factory will reopen and the enforcement situation is a severe hardship to all concerned.

The Boston & Southern Lumber Company was incorporated at Boston last week, with authorized capital of $35,000.

On June 18 Boston was visited by another large lumber fire, the principal losers being the Geo. McQuesten Lumber Company, who set its loss at $50,000. Of this amount $10,000 is for new machinery which had been delivered and not set up. As this location in East Boston is within the newly established fire limits any building erected there will have to be entirely fireproof construction.

## BALTIMORE

Richard P. Barr of Richard P. Barr & Co., manufacturers and wholesalers of hardwoods, sailed ten days ago on the Mauretania from New York for Europe, and will stay abroad perhaps two months. During that time he will take in some of the sights, but will also give attention to business, getting in touch with connections of his firm and studying market conditions in various centers. He was accompanied by Mrs. Barr.

The Eisenhauer-MacLea Company, wholesale dealer in hardwoods, with extensive yards on South Central avenue, has undertaken to handle a wood pulp product known as the Upson Processed Board, which is manufactured at the Upson Company at Lockport, N. Y., and is designed as a substitute for laths and plaster. It has been on the market only a short time and is said to be meeting with a good reception in the trade. Among the advantages claimed is that moisture will not affect it and that it will withstand other deteriorating influences.

Among the visiting lumbermen here within the last week was Howard Buckman, representing the Cherry River Boom and Lumber Company, which has its headquarters at Scranton. Mr. Buckman stated that he has found the feeling in the trade rather better of late, and that there appears to be more of a disposition to buy.

A new enterprise is being undertaken by John L. Alcock & Co., the well-known hardwood exporters here, with offices at Gay and Baltimore streets. Mr. Alcock has made arrangements to act as a distributor of Circassian walnut, and direct importations will be made to Baltimore from Batoum, Russia. The first shipment is already under way, coming by way of New York. It consists of sixty logs, and will be distributed among manufacturers of veneers and other consumers. John L. Alcock & Co. see great possibilities for Baltimore as a distributing point for Circassian walnut, and expect to build up a large trade.

## COLUMBUS

The Domestic Lumber Company of Columbus, has filed papers decreasing its capital stock from $25,000 to $5,000.

The American Bung Manufacturing Company of Cincinnati has increased its capital from $50,000 to $60,000.

A number of Columbus lumber and saw firms participated in the Columbus-Made Exposition which was held in booths surrounding the state house grounds June 8 to 13. Among the number were: The Wildermuths Bending Company and the James Ohlen & Son Saw Manufacturing Company.

M. O. Sherer's planing mill at Louisville, O., was damaged to the extent of $5,000 by a blaze which started in the boiler room recently. The lumber yard nearby was also almost totally destroyed, entailing a loss of $20,000.

Mrs. Elizabeth J. Wildermuths, widow of James C. Wildermuths, formerly president of the Wildermuths Bending Company of Columbus, died recently at Pasadena, Cal.

Operations at the factory of the Scioto Box Company of Columbus, recently purchased by Thaddeus Troy, have not been started. The new owners are trying to dispose of the plant.

R. W. Horton, sales manager for the central division of the W. M. Ritter Lumber Company, says trade in hardwoods is holding up well despite the general business depression. Records for the month of June are up to those of June of last year. Orders from retailers are the best while some factories are buying in limited quantities. Prices are generally well maintained although there is some shading to force trade.

John R. Gobey of the company bearing his name says hardwood demand is good and prices are fairly firm.

A. C. Davis of the A. C. Davis Lumber Company reports a fair demand for hardwoods with prices ruling rather firm at former levels.

## TOLEDO

The Toledo Bending Company reports a fair business from general sources. Materials are rather scarce and prices a little inclined toward inflation, but this concern has plenty of oak, ash and hickory for its needs at the present time.

Many of the local hardwod dealers and manufacturers in Toledo were in attendance at the outing of the Toledo Commerce Club at Cedar Point, June 17. Several bands and orchestras added to the gaiety and there was a big baseball game between the Wholesale and Retail boards of the club.

W. S. Booth of the Booth Column Company reports business picking up all over the country and states that his concern has a nice line of orders from Indiana, Ohio, Illinois and West Virginia. The demand is mostly for No. 1 poplar columns for exterior work. Mr. Booth states that his concern is well fixed for desirable materials as the entire year's stock has been purchased and is being delivered as needed. The factory is running at full time and capacity.

The Keasey Pully Company reports a good line of orders coming in from general sources, holding the production at normal.

Business with the Toledo Showcase Company has fallen off some since the first of May but is now showing signs of improvement. The concern manufactures showcases and all sorts of store fixtures. The demand is largely local.

Sam Karpf, manager of the Stoddard Showcase and Fixture Company of Dayton, Ohio, has gone East. He will visit Buffalo, Rochester, Syracuse, Utica, Albany and New York City in the interest of his concern. Mr. Karpf expects to stock up for the new pool and billiard department and engage an expert to take care of the repair department of this branch of the plant which will be located in its new home on East Fifth street about the first of July. The concern has branched out considerably and this new department will undoubtedly become an important feature of this factory.

Toledo's building operations for the week show the remarkable gain of $168,944 as compared with the corresponding week of a year ago. The gain in dwellings alone amounts to $97,060. The total of permits taken out during the week was $242,955 as compared with $74,011 of the same week in 1913.

Despite the misfortunes from the heavy floods of last season the Ohio building and loan associations are in splendid condition according to the state inspection bureau reports. There are 649 associations in the state with total assets of $224,037,997, an increase in assets over the last report of $185,000,000. The net deficiency found by inspectors during the year amounted to less than $5,000 and three associations were closed during the year on account of the rascality of officials. Two of these officials are now serving penitentiary sentences. Dayton led in the number of associations having 20 with combined assets of $30,032,239. Toledo's associations boast a total asset of $5,755,018.

The Skinner Bending Company has a fair line of orders, although business is not quite up to the standard set by last year. The demand is largely from the carriage trades and comes from the central states just at present.

## INDIANAPOLIS

J. H. Wooley has resigned as superintendent of the Ohio Valley Coffin Company, Lawrenceburg, and will take a similar position with the United States Casket Company at Scottdale, Pa.

The Richmond Handle Manufacturing Company, Richmond, has notified the Indiana secretary of state of the dissolution of its corporation.

Plans have been announced by the Indianapolis Basket Company for the erection of a new fireproof factory building at Willard and Henry streets.

The William Kierner Furniture Company suffered a $20,000 loss by fire in its factory at New Albany on the night of June 9. The fire was caused by spontaneous combustion.

A loss of about $100,000 by fire was caused in the yard of the Brannum-Keene Lumber Company on the night of June 9. Firemen succeeded in saving a large stock of hardwoods and also the office and warehouse building and planing mill.

The marriage of Leland C. Huey of the Capitol Lumber Company to

**Dimension Stock** We will supply you with CLEAR CUTTINGS of soft Kentucky Oak or Poplar so that they will COST you considerably LESS THAN the same cuttings if BOUGHT AS LUMBER.
*Make Us Prove It*
GARDNER WOOD COMPANY FLATIRON BLDG. NEW YORK, N. Y.

Bluestone Land & Lumber Company
MANUFACTURERS
WEST VIRGINIA HARDWOODS
Soft White Pine, Oak, Poplar, Chestnut, Hemlock
Band Sawed Stock
MILL FACILITIES COMPLETE PLANING
RIDGWAY PENNSYLVANIA

CINCINNATI
Hardwood Manufacturers and Jobbers

OAK FLOORING
to be satisfactory must be made by people who "know how" and have shown this ability. We are one of the oldest manufacturers of this product. Our (6)
"Century" LASTS 100 YEARS
is favorably known wherever good flooring is used. Are you using it?
THE M. B. FARRIN LUMBER CO.

OHIO VENEER COMPANY
Manufacturers & Importers FOREIGN VENEERS
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Mfrs. YELLOW POPLAR and WHITE OAK
GENERAL OFFICE—CLAY CITY, KY.

RIEMEIER LUMBER CO.
OAK, POPLAR, CHESTNUT
SUMMERS AND GEST STREETS

Veneers: CIRCASSIAN WALNUT AND ALL OTHER FIGURED WOODS
THE FREIBERG LUMBER COMPANY
OFFICE AND MILL, CINCINNATI, OHIO

E. C. BRADLEY LUMBER CO.
HIGH GRADE WEST VIRGINIA HARDWOODS
GOERKE BUILDING

SHAWNEE LUMBER CO.
HARDWOODS, WHITE PINE and HEMLOCK
Sales Office—South Side Station—C. H. & D. R. R.

Johns, Mowbray, Nelson Company
OAK, ASH, POPLAR & CHESTNUT
GUM AND COTTONWOOD

JAMES KENNEDY & CO., Ltd.
OAK, POPLAR AND OTHER HARDWOODS
FIRST NATIONAL BANK BUILDING

**Harris Manufacturing Company**
Johnson City, Tennessee
**"Harris" Hardwood Flooring and Lumber**

# MEMPHIS

**L. Sondheimer Co.**
Wholesale Manufacturers and Exporters
RED GUM
SAP GUM
COTTONWOOD
CYPRESS
ASH
PLAIN OAK
QUARTERED OAK
HICKORY
SOFT ELM
SYCAMORE
*All Grades and Thicknesses*
We make a specialty of mixed cars of Sap and Red Gum, One-half to Two inches thick.

**DUCAN LUMBER CO.**
Manufacturers and Shippers **Hardwood Lumber**
MEMPHIS TENNESSEE

**TIMBER ESTIMATES**
REPORTS INCLUDED
TOPOGRAPHICAL MAP, DETAIL ESTIMATES & WRITTEN REPORT
GARDNER & HOWE
ENGINEERS
Clarence W. Griffith Department Manager. Forter Building. Memphis, Tenn.

**Tschudy Lumber Co.**
MANUFACTURERS OF
**St. Francis Basin Hardwoods**
Specials for Immediate Shipment
BAND SAWN. DRY. 60% 14 AND 16 FEET LONG
50,000 ft. 1" 1sts & 2nds Plain White Oak
25,000 ft. 1" Log Run Maple
50,000 ft. 1x13 to 17" Yel. Cottonwood Box Boards
60,000 ft. 1x6 & wider 1sts and 2nds Yel. Cottonwood
Mill & Yards MEMPHIS
ADDRESS CORRESPONDENCE TO GENERAL OFFICE
605 Republic Bldg. KANSAS CITY, MO.

**VANDEN BOOM-STIMSON LUMBER COMPANY**
Manufacturers Southern Hardwoods
Ash a Specialty
Memphis Tennessee

[illegible] Mfg. Co., Mr. J. B. Pyle of [illegible] Co., and [illegible] Co.

John P. Huffman, for twenty years a wholesale lumber dealer here, [illegible] from ill health. His death occurred [illegible] Mr. Huffman was 65 years old and is survived by his widow and four children.

## MEMPHIS

[illegible] the Memphis territory [illegible] the scarcity of labor available therefor, it is expected, however, that timber [illegible] will become rather serious. So far there has been comparatively little interference with milling work on account of lack of raw material but this condition cannot continue indefinitely without some replenishment of log holdings. Owing to the comparatively small amount of timber being cut at present and owing to the even more limited quantity being offered for loading, receipts by both water and rail are quite small.

The European Lumber & Transit Company has started a movement which will likely result in substantially lower ocean rates on lumber and other cargoes. It has chartered a number of vessels and will operate these between Gulfport, Miss., and foreign points, including Genoa, Hamburg, Antwerp and other centers in England and on the continent. The rate is eighteen cents per hundred pounds on lumber and one prominent local firm has already sent abroad one lot of fifteen cars as a result of the advantageous rate. Advices from the traffic department of the Gulf & Ship Island brought the information regarding the newly installed service. Local exporters are of the opinion that the lower rates from Gulfport will bring about a change in rates made by the regular steamship companies operating out of New Orleans which, in the opinion of some members of the trade, have kept rates up through some sort of agreement. Lower rates from New Orleans have been offered but they are still from two to six cents higher than those from Gulfport, with the result that local exporters are routing their business through the latter port where possible. The action of the foreign company in establishing the new service is regarded as the entering wedge that will eventually cause a decided reduction in ocean rates.

John M. Pritchard, secretary of the Gum Lumber Manufacturers' Association, is home after having spent some time in New York in connection with the red gum exhibit at the Forest Products' Exposition and he is quite enthusiastic regarding the broadening interest manifested in that particular wood. He believes that this rapidly increasing interest must necessarily result in a decided gain in the amount of red gum consumed and therefore in the quantity which manufacturers will be able to dispose of at profitable rates. He regards the outlook as particularly bright, pointing out that, if progress such as that recently noted can be made during a period of comparative dullness in lumber and other commodities generally, there is no telling what may be accomplished when there has been a return of general activity. He believes that there are many signs pointing to a revival of activity in general business and he feels that the manufacturers of gum have only to be patient in order to secure an exceptionally good volume of sales at remunerative values.

The latest issue of the Bulletin, gotten out periodically by the Gum Lumber Manufacturers' Association, contains much that is of particular interest to members of that body as well as consumers. It indicates, through letters published therein, that the foreign inquiry for gum is on the increase, there being requests for information from Berlin, Stockholm, Sweden, Sydney, New South Wales, Australia, and Shanghai, China. It also contains a list of the buildings which are now being finished with red gum and which are also making use of doors made of this material. The list is quite a lengthy one and indicates that substantial progress is being made in securing the adoption of this lumber for finishing purposes. It further shows that two new members have been admitted, Forrest City Box Company, Forrest City, Ark., and A. G. Wineman & Sons, Greenville, Miss. The officials of the association are very much encouraged over what has been accomplished thus far and are unusually optimistic regarding the future.

Lumbermen here are awaiting with interest the announcement of its decision in the railroad rate advance affecting the roads north of the Ohio and east of the Mississippi by the Interstate Commerce Commission. This is expected now any day. The lumbermen occupy a rather peculiar position in that they do not want higher rates and in that, without the relief asked by the railroads, prospects are not bright for a revival of general business. It is apparent, however, that sentiment among the local fraternity is in favor of granting the roads some relief

in order that they may have increased revenues, in order that they may cease their retrenchment policy and in order that they may again become customers of the lumbermen as well as of those engaged in the steel and iron business and still other lines. For once the view has been entertained here that the rate controversy was the most important factor affecting business and that, with its settlement in a manner satisfactory to the railroads, there would be a decided increase in general business.

J. H. Townsend, general manager of the Southern Hardwood Traffic Association, is just in receipt of information from Washington to the effect that the Interstate Commerce Commission has handed down a ruling whereby the Anderson-Tully Company of Memphis and Vicksburg, Miss., will receive a refund of $5,500 on shipments of lumber made by that firm from Vicksburg to Port Arthur, Tex., during 1913. The case in which reparation is ordered was argued before the Interstate Commerce Commission at Chicago in October, 1913, by H. B. Anderson, attorney for the Anderson-Tully Company, and H. Townsend, Southern Hardwood Traffic Association. The victory is regarded as a substantial one for the reason that the refund is the largest ever ordered as affecting a local firm. The principal argument of the plaintiff was that the rate of twenty cents from Vicksburg, Miss., to Port Arthur, Tex., was, in effect, a discrimination against the former in favor of New Orleans, Shreveport and other points. The plaintiff sought a rate of sixteen cents but, while this was not granted by the commission, the refund was based on the sixteen-cent rate.

George D. Burgess of Russe & Burgess, Inc., and R. J. Darnell of R. J. Darnell, Inc., will leave Memphis shortly for Europe. They represent two of the most prominent export firms in this part of the country and usually go abroad every year to size up foreign conditions and to sell lumber.

Lumber manufacturers are very much interested in the conference recently held at Nashville between the members of the commission appointed by Gov. Hooper to investigate various phases of the workmen's compensation question and representatives of both the employers and the laboring element. It is quite apparent that there is still a decided discrepancy as between what the former are willing to concede and what the latter want but it is pointed out that, as a result of the preliminary discussions, both sides are being brought closer together. The commission was appointed by the governor in order that it might make a report to the next legislature as to the best laws to enact on the subject in question. Lumbermen, particularly those owning and operating saw mills and other woodworking enterprises, are very much interested in this legislation because they are large employers of labor and they are giving much time and thought to the matter.

## NASHVILLE

Members of the Nashville Lumbermen's Club left June 14 for Buffalo to attend the convention of the National Hardwood Lumber Association. The party was composed of Henderson Baker, president of the Nashville Lumbermen's Club, and Mrs. Baker, Mr. and Mrs. Hamilton Love, Mr. and Mrs. C. E. Hunt, Mr. and Mrs. Harold Greene and T. A. Washington. James H. Baird and Thomas R. LeSueur left on a later train for the convention. The first party made a tour of a number of the eastern cities, including Detroit, before arriving at the convention, and later Toronto, Niagara Falls, Rochester, Albany and New York City. The local party had a very delightful trip, and called on many members of the trade in the East.

Robert Vaughn and E. C. Lewis, receivers of the Bon Air Coal, Iron & Land Company, have advertised for bids for the property. The company owns about 175,000 acres of mineral and timberlands in Tennessee. Some of its timberlands are said to include the finest virgin forests now standing in the United States. Experts have been employed to make estimates on the timber. One tract is shown to contain 102,000,000 feet, and another 150,000,000 feet of timber. The land lies in three or four counties, and is practically all hardwood. The property of the company, which is valued at several million dollars, has been in the hands of a receiver for several years.

The Elizabethton Flooring Company of Elizabethton, Carter county, has been granted a charter of incorporation by the secretary of state, with authorized capital of $30,000. John Wade, E. C. Alexander, Lee F. Miller, J. D. Jenkins and J. F. Seller are incorporators.

Wm. J. Griffith of Oliver Springs, Tenn., has invented a new log dam, which it is claimed is very effective and meritorious.

## BRISTOL

The Peter-McCain Lumber Company will in a few weeks begin receiving logs from its timber in Johnson county. The band mill here will be idle until the logs begin to arrive but the planing mill here is busy.

J. E. Wilkinson this week moved several carloads of machinery to the Preston timber, near Kingsport, Tenn., where he expects to begin operations as soon as the mills can be installed. He is moving from near Dublin, Va.

A suit for $3,000 for breach of a logging contract, brought by Beveridge & Taylor, hub and spoke manufacturers of this city against State Senator J. H. Catron of Wise, Va., this week resulted in a judgment for $224.98.

T. C. Adams of the Adams-Hampton Lumber Company of this city returned this week from near Petros, Tenn., where the company has installed a new mill. More timber will be purchased at an early date and the operations in that section extended.

The Fugate Lumber Company of Roanoke, Va., has just purchased a boundary of timber near Pilot Mountain, Tenn., and will soon install a new mill for the development of the property.

The Elkhorn Lumber Company has purchased a tract of timber near Freeling, Dickinson county, Virginia, and will install a mill at an early date.

There are very few eastern buyers in this section at present which, is attributed to the dullness of the market. Managers of the local offices of eastern concerns report business also dull. However, the volume of stock shipped out thus far this year compares favorably with last

## LOUISVILLE

The Louisville Hardwood Club, carrying out its plan of visiting the country when the weather grows warm, had a chicken dinner at Eight-Mile house, on the Shelbyville pike, last week, at which a record attendance was on hand, and followed it up June 23 with dinner at Riverview, an open-air resort on the Ohio river. These meetings are always enjoyable, and as most of the club members have motor cars, there is never any question about getting to the country quickly and pleasantly. It is expected that this program will be continued for several months.

Louisville sent a big delegation to the National Hardwood Lumber Association convention. T. M. Brown of the W. P. Brown & Sons Lumber Company, who is a director, went on earlier in order to attend a directors' meeting the day before the convention opened.

The fire insurance war which has been on in Kentucky for the past three months has been settled, and the companies which have been accepting no business on Kentucky risks during that time from their local agents are again back on the job. A compromise was arranged whereby the constitutionality of the latest rating measure is to be tested, while the companies will make rate concessions of moment. The return of the companies gives point to the efforts of the Louisville Hardwood Club to have rates on hardwood lumber yards reduced. The club has made a rather exhaustive investigation covering this topic, and now has an insurance expert at work making comparisons of the application of the various schedules. It is probable that a formal request will be made

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SEND US YOUR INQUIRIES

OUR STOCK OF
*BAND SAWN*
Southern Hardwoods
is one of the most complete
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We can readily fill any requirement in
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WE OFFER THE FOLLOWING

## Band Sawn Stock

4 4 Com. & Better Sap Gum
4 4 Com. & Better Red Gum
6 4 Com. & Better Red Gum
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Quartered and Plain Red and White Oak

This stock contains a good percentage of 14 and 16 lengths and is of excellent widths

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OUR SPECIALTY

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**Southern Hardwoods**

**Gum, Oak and Ash**

**J. H. Bonner & Sons**

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## HARDWOODS

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**ST. FRANCIS BASIN**

## RED GUM

(Kraetzer Cured)

## Flat-Dry-Bright-Band Sawn

*Write for lists and prices*

**GEO. C. BROWN & CO., PROCTOR, ARK.**

(20 miles from Memphis, on C. R. I. & P. Railroad)


[illegible] Burlington bridge there, the contract for which will shortly be let, will [illegible] particularly good on account of prevailing conditions in the business field.

Local hardwood concerns report that furniture factories are running on [illegible] to begin are looked on as offering excellent prospects, and it is predicted that orders will be sufficiently heavy to give the furniture factories [illegible]

Berry Norman, vice president of the National Lumber Company, who is in charge of the company's operations at Holly Ridge, La., is now living in Vicksburg, Miss., which is closer to Holly Ridge than New Orleans, where he made his home for a time.

The Lenox Lehl & Lumber Company, Lenox, Ky., which has completed the erection of an addition, has secured a big order for automobile spokes and rims, and will be busy on this business for some time to come.

The watershed of the eastern Appalachian slope in Pike and Letcher counties, where the headwaters of the Cumberland, Kentucky, Licking and Big Sandy rivers are divided by the ridges of Pine mountain, has been selected by the Federal Bureau of Forestry for a forest reserve in eastern Kentucky, and July will be spent by a crew in locating the most desirable area for reforestation and protection of the watershed. The government also will select a location for reserves in West Virginia and Virginia, near the Kentucky border. The bureau expects to have operations ready so that the necessary appropriations may be secured from the next Congress. State Forester J. E. Barton will co-operate with the government foresters in this work.

The Edward L. Davis Lumber Company is planning to open an office in New Orleans in the near future. It recently began the operation of a mill at Lottie, La., and will be in a position to handle export business, so that the New Orleans office will be a desirable addition. J. E. Davis will probably be in charge of it.

The Richland Parish Lumber Company of Louisville, whose mill at Rayville, La., has been down for several months, is preparing to resume operations, it is reported.

## ARKANSAS

Articles of incorporation for the Freco Valley Railroad Company, which proposes to construct a railroad from Eagle Mills to Princeton, Ark., were filed with the secretary of the state of Arkansas on June 15. The new company has an authorized capital stock of $50,000, of which Edward Bower of the Eagle Lumber Company holds the largest share. The distance to be run by the new road is twenty-five miles, and the work is to begin at once.

Something unique as a log roll form of transportation is now being operated by the Forked Leaf Oak Company at its plant near Heber Springs, Ark. The company's mills are located just south of the town, at the foot of Round mountain, which extends more than 500 feet above the plant. The log roll is a straight passage cut from the top of the mountain, down its side to the mill plant. The logs are cut and dragged to the edge of the roll, and pushed into it. Down the roll they are hurled for more than a quarter of a mile, landing within easy distance of the plant. This means of transportation affords amusement to the visitors of the town, as they can stand in the streets and watch the logs being transported to the mill. It is also a happy solution for a very serious problem for the company, for the mountain is so steep and rugged that it is almost impossible for teams to climb it, and logging by wagon is simply out of the question.

The hearing in the Frisco rate case, which was begun in the United States district court at Little Rock on June 15, was continued over till June 22, Judge Trieber, presiding judge, having been called to St. Paul, Minn., to sit with the United States circuit court of appeals. Only one witness was examined at the hearing up to the time continuance was taken, T. A. Hamilton, the expert statistician of the Frisco and residing in St. Louis, testifying in behalf of the railroad company. He was on the stand all of Monday and Tuesday until adjournment was taken. Two years ago when the rate cases against the Iron Mountain and Cotton Belt railroads were being heard before Judge Trieber Mr. Hamilton testified on behalf of the State Railroad Commission, shortly after which time he was employed by the Frisco as expert statistician.

His testimony tended to show that should the rates as fixed by Standard Freight Distance Tariff No. 3 be enforced against the Frisco it would amount to confiscation.

That the Arkansas Railroad Commission did not exceed its authority in ordering the Fourche River Valley and Indian Territory Railroad to serve all parties along its line is the opinion as given out by Judge Trieber of the United States district court at Little Rock, in the case of that railroad company against the railroad commission, decided on June 13.

Application for a temporary restraining order, prohibiting the railroad commission from enforcing its order No. 3028, was filed by the railroad company on June 4th, but hearing was not had on it until the 13th on account of the court's absence.

The commission's order required the railway company to accept all shipments offered for carriage, and came as the result of complaints from citizens beyond Bellevue, who complained that the railroad had refused to take shipments from them. The railway company took the position that the line was built to serve the interests of its owners, the Fourche River Lumber Company, and that the railroad commission had no authority over it.

After hearing the arguments Judge Trieber dismissed the application, holding that inasmuch as the railroad company was duly organized under the laws of the state of Arkansas as a common carrier it was subject to orders of the commission.

## ST. LOUIS

The inspection of lumber during the month of May totalled 570,234 feet of various kinds of lumber, according to the report of the secretary of the Lumbermen's Exchange of St. Louis. It shows an increase over previous months and indicates that members of the Exchange are patronizing the inspection department of the Exchange. This is very gratifying to the inspection committee and also to the members. The report follows:

| | *Feet* |
|---|---|
| Oak | 232,948 |
| Hickory | 10,528 |
| Beech | 1,986 |
| Yellow Pine | 17,569 |
| Cypress | 66,879 |
| Gum | 85,252 |
| Ash | 43,116 |
| Pecan | 1,402 |
| Poplar | 54,310 |
| Spruce | 40,006 |
| Maple | 8,098 |
| Tupelo | 1,450 |
| Elm | 8,895 |
| Total | 570,234 |

Charles C. Boyd of C. C. Boyd & Co., Cincinnati, Ohio, was a St. Louis visitor early in the month. He was on his way home from California. He is much interested in club affairs and stopped over to visit the rooms of the Lumbermen's Club. Mr. Boyd makes a specialty of hardwood veneers.

The Lumbermen's Club of St. Louis gave its semi-annual ladies' night banquet at the Leiderkranz Club Tuesday night, June 9. There was a large attendance of the members and their ladies. Quite a number of invited guests were also present. The entertainment was a dinner dance interspersed with a high-class cabaret performance between each two courses.

## WISCONSIN

The Andrews & Roepke Lumber Company of Antigo has secured the contract for a steady day and night run at its sawmill from now until September. The concern has 5,000,000 feet of stock at the Elcho mill, most of which will be sent to Birnamwood to be sawed. The local mill has just finished sawing 2,000,000 feet of the company's own logs.

The Medford Veneer Company of Medford has increased its capital stock from $50,000 to $100,000.

The mill of the Iron Range Lumber & Cedar Company at Pentoga, Mich., which was burned to the ground early in the year, has been rebuilt and is now being operated. It is expected that the mill will be able to finish the winter's cut, according to C. J. Huebel, Menominee, who is interested in the company.

The John Hein Company recently suffered a loss of $10,000 when fire destroyed the stave and heading mill at Tony. Plans are already under way to rebuild. Much of the machinery withstood the heat with but little damage.

The Maxwell Company, Plymouth, Wis., manufacturers of hearse bodies and furniture, filed a voluntary petition in bankruptcy in the Milwaukee bankruptcy court on June 17. Liabilities are scheduled at $19,565.52, of which $5,927.35, mostly in small claims, is unsecured. The listed assets total $36,196.44 and include: real estate, valued at $12,000; stock, completed and uncompleted, $10,614.90; machinery, $6,297.83; other personal property, alleged to be worth $5,858.71, together with minor assets valued at a few hundred dollars. Among the leading creditors are the following: Peter Wolf, Plymouth, note, covered by real estate, $10,000; Dr. James A. Bach, Milwaukee, note, secured by mortgage on hearse bodies and other property in the factory, $2,500; Henry Clemens,


RED GUM
(Leading Manufacturers)

MILLER LUMBER CO.
Marianna, Arkansas

We offer for immediate shipment the following stock
12 months and over dry:

10 cars 4/4 1st and 2nd Red Gum
7 cars 5/4 1st and 2nd Red Gum
4 cars 6/4 1st and 2nd Red Gum
2 cars 8/4 1st and 2nd Red Gum
10 cars 4/4 No. 1 Com. Red Gum
2 cars 5/4 No. 1 Com. Red Gum
1 car 8/4 No. 1 Com. Red Gum
10 cars 4/4 13 to 17" Gum Box Boards

THE FOLLOWING NINETY DAYS TO SIX MONTHS DRY:
1 car 4/4 Select and Better Cypress
2 cars 5/4 Select and Better Cypress
1 car 4/4 1st and 2nd Ash, 10 and 12' lengths
1 car 4/4 No. 2 Common Plain White Oak
1 car 4/4 No. 1 Common and Better Qtd. White Oak Strips
2 cars 4/4 No. 2 Common Plain Red Oak

Our Corps of Inspectors

Intelligent! Highly Trained!
Conscientious!

is assurance that you will get what your order calls for when you buy Gum from us

Himmelberger-Harrison Lumber Company
Cape Girardeau, Missouri

BLISS-COOK OAK CO.
BLISSVILLE, ARK.
MANUFACTURERS
Oak Mouldings, Casing, Base and Interior Trim. Also Dixie Brand Oak Flooring.
As Well As
OAK, ASH and GUM LUMBER
Can furnish anything in Oak, air dried or kiln dried, rough or dressed
MIXED ORDERS OUR SPECIALTY

Quartered Red Gum
Plain and Quartered Gum, Two Years on Sticks
4/4", 5/4", 6/4" and 8/4" Thicknesses
3" No. 1 Common and Better Soft Elm Bone Dry
Mark H. Brown Lumber Company
Hardwood Manufacturers Mounds, Ark.
Eleven Miles West of Memphis, Tenn.
Address Sales Dept., P. O. Box 337, Memphis, Tenn.

W. T. THOMPSON VENEER CO.
SAWED
QUARTERED OAK VENEER

We Have Nothing But Flat Dried Stock
EDINBURGH, INDIANA

Birch Veneers. Also Elm, Maple and Basswood
WE MANUFACTURE FINE ROTARY CUT
STOLLE LUMBER & VENEER CO. Tripoli, Wis.
LET US QUOTE YOU

JAMES & ABBOT COMPANY
Lumber and Timber
No. 165 Milk St., BOSTON, MASS.

Walnut for Export

A lot of splendid assorted **American Walnut** logs, squared up and ready for export, are shown in the above photograph, which illustrates a section of our exporting yard at Kansas City.

All work, from the selecting of the trees in the woods to the final loading, is done by men trained in our employ and is under our close personal supervision.

Hence we can guarantee satisfaction in both export and domestic shipments.

FRANK PURCELL
Kansas City, Mo. U. S. A

[redacted]

With the addition of the remainder of the Losby building at Wisconsin and North Dearborn streets [redacted] E. Wade Martinet Works [redacted] are the main products of the concern, which are now being turned out in greater quantities than ever.

Alfred H. Andrews, [redacted] president and general manager of the A. H. Andrews Company, manufacturers of school and office furniture of Chicago, died at Lakeside hospital, Milwaukee. Interment took place at Lakewood [redacted] Mr. Andrews' home was. He is survived by his widow and one daughter.

George Mayhew, eighty-six years old, who at one time conducted the Mayhew Lumber Company with his brothers, F. L. and Anson K. Mayhew, died at his home [redacted] June 17. Mr. Mayhew was former county treasurer and also served as chairman of the board of trustees of the county asylum for chronic insane. He is survived by four children, a brother and a sister.

## GRAND RAPIDS

G. von Platen, who has extensive [redacted] lumber interests at Iron Mountain and Bayne City, says that his lumber shipments have been keeping pace so far this year with the mills, the cut at Iron Mountain running over 8,000,000 feet so far this year. Prices are steady and he takes an optimistic view of the situation.

The A. L. Dennis Salt and Lumber Company is operating its mill in Osceola county but the hardwood cut there will be exhausted inside of two years. The Dennis-Canadian Company will cut well toward 14,000,000 feet of lumber, mostly hardwood, in Canada this year.

E. M. Holland of the Cartier-Holland Lumber company reports some signs of improved conditions in the lumber trade. He has been getting out some advertising novelties that have taken well with lumber consumers.

R. E. Dennis of the Dennis Lumber Company has returned from a trip through New England and the East. He reports a better trade feeling in that territory. The company owns eleven 40's of hardwood lands in Kalkaska county, mostly maple, with a little elm, beech and other woods, and will put in a portable mill next fall near Fife Lake.

Fred I. Nichols, president, and Chas. Dregge, sales manager of the southern hardwood department of the Nichols & Cox Lumber Company, attended the recent National Hardwood Lumber Association's annual meeting in Buffalo.

Owing to increasing business duties Otis A. Feiger, newly-elected president of the Lumbermen's Association of Grand Rapids, has been obliged to resign and W. E. Vogelsang of the Turtle Lake Lumber Company has been unanimously chosen for the position. "Billy" is an enthusiastic worker and the soul of geniality who is bound to make good as leader of the liveliest business organization in Grand Rapids.

Wm. E. Cox of the Nichols & Cox Lumber Company has engaged passage on the steamer Cincinnati, which sails from Boston July 7, and will spend part of the summer in a pleasure trip through England and Ireland.

Justus S. Stearns of Ludington was in the city recently. He looks for an early and marked improvement in business, basing this belief on the probability of an early adjustment of freight rates and an adjournment of Congress, the placing of the new banking system on a working basis and the bumper crops that will be harvested this fall. He says that the change for the better is already apparent.

The Cummer Manufacturing Company of Cadillac is putting out a new refrigerator and will show samples here during the coming furniture [redacted]

The summer furniture sales opened in this market June 22, with eight exhibition buildings well filled with outside lines, in addition to the lines [redacted] Manufacturers [redacted] optimistic as to

# The Hardwood Market

## CHICAGO

The most interesting development as it has been watched by Chicago lumbermen for the last couple of weeks has been the effect of the settlement of the truck handlers strike on the demand for lumber. It had been hoped that with this question out of the way the purchase of finish and building equipment of various kinds, including rough lumber, would be materially augmented. It would seem that such demand so far as settlement of the strike is concerned has been merely to fill orders, contracts for which were taken before the strike began and which have been held up pending its settlement.

According to Chicago lumbermen best in position to know, there seems to be very little actual new business booked, which condition is very logically a result of the decision on the part of a great many prospective builders, whose plans were laid before the strike, to postpone construction until more favorable business conditions develop.

As the situation now stands, there is somewhat of an active handling of lumber locally with orders being placed for the main, however, in lots of reasonable proportions without very much apparent provision for future business. This seems to be the general disposition, but how the situation will eventually shape out remains to be seen.

## NEW YORK

There is a considerable increase in the volume of business being done in hardwoods, but there is no difficulty in placing orders for any stock wanted. In hardwood flooring the demand is satisfactory and it is stated in some quarters that the inquiries being received are indicative of good business for the next few months to come. As is well known the yard and manufacturing trades are not carrying large stocks and only buying what is called for. This latter method of buying has created quite a demand for mixed car lots, but this kind of business, coupled with the transit car business that is finding its way into the market at this time, does not tend to improve the price situation. So far the greatest weakness has developed in chestnut and poplar, but it must be said that the rest of the list is pretty well held, though occasional lots are sold at very low prices. Building figures as last compiled show a gain in New York which indicates that the last half of the current year will at least be an improvement over the same period last year. It is noted that in line with slow trading of the past several months permits for new buildings have steadily decreased, so the last figures may be taken as a sign of renewed activity. Let us hope it turns out to be so.

## BUFFALO

The hardwood trade has shown very little improvement during the past month and the bulk of the business has been in mixed cars, usually containing a number of different woods. There is little activity in any of the hardwoods and prices are generally lower than they were a year ago. The yards are quite well supplied with stocks, as the result of a steady inward movement of lumber, but just at present there is not much stock coming in. Lake lumber has not been received to any extent, though a couple of cargoes have thus far arrived for two different yards.

Nothing is moving actively at present, the largest activity being in oak and maple, which are usually the woods most wanted. Plain oak is rather weak, being $2.00 or so under the price of a year ago. Quartered oak is scarce, owing to the inactivity of many mills turning it out, and the price is relatively firmer than plain. The flooring trade is fairly good, as is usual at this season, both oak and maple flooring being in demand in small quantities as the rule.

## PHILADELPHIA

An accentuated quiet is the general pronouncement as to the lumber business at this time. The strenuous hustler gets the business, but with business at a minimum, selling becomes an expensive proposition. The buyers refuse to be coaxed. Even fancy figures fail to loosen the strings that bind the money bags. The early arrival of hot weather has hastened the vacation fever, and the merchant has resigned himself to the inevitable. The promised record breaking crops and the probable favorable decision of the Interstate Commerce Commission as to the five per cent freight increase are the saving signs in these times of actual or psychological depression. The consummation of these pending benefits to commerce it is generally believed will inaugurate the desired material prosperity. The yard trade is considerably behind in volume of business expected at the beginning of spring, and stocks are below normal. Consumers are buying only for actual requirement, as the waiting game is everywhere the rule. Values, although not on the slump, show a weakening here and there, due mainly to the over-anxiety of some of the manufacturers to sell. Stocks at mill end on the


VENEER

We will make attractive sales on the following if we hear from you Immediately:

1 car 3/8 FAS Quartered White Oak

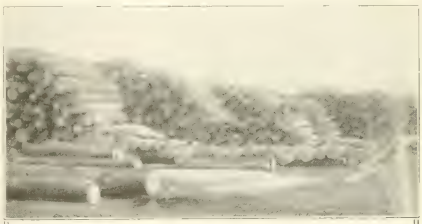
2 cars 3/8 FAS Plain Red Oak

2 cars 1/2" FAS Quartered White Oak

1 car 1/2" No. 1 Common Quartered White Oak

3 cars 1/2" FAS Plain Red Oak Rotary Veneers—our own manufacture

**Stimson Veneer & Lumber Co.**
**Memphis Tennessee**


THESE fine logs waiting to be cut for you. Send us your specifications — our price no higher, while our quality is better than most cutters'.

ADDRESS INQUIRIES TO

**Merrill Veneer Company**
**Merrill, Wisconsin**

# Perkins Vegetable Glue

**Runs Absolutely Uniform**

**Is Applied Cold**

Every pound of Perkins Vegetable Glue is rigidly inspected, and hence we guarantee absolute uniformity. Remember these points:

——IT——

Is a rigid and permanent adherent. Has no disagreeable odor.
Will not blister in sanding. Will not deteriorate in standing.
Can be applied cold without any heating application of any kind.

***Average saving through its use over other glues has been TWENTY per cent.***

FROM A PROMINENT DESK MANUFACTURER

Answering your inquiry of February 9th, we are using the Perkins Vegetable Glue in our panel department and it has proven a success with us; that is, we are having a great deal less trouble in that department than we did when we used other glue. There is no doubt in our mind, if the Perkins product is used right, that for gluing up stock it is not only superior, but more economical than any other glue.

Yours truly,

LEOPOLD DESK CO.

PERKINS VEGETABLE GLUE has been used with most gratifying success for built-up panel work for all purposes, including veneered doors, high-class household and office furniture, pianos, trunk stock and dashes.

## PERKINS GLUE COMPANY

**J. M. S. Building** **South Bend, Indiana**

whole are well controlled, and standard dry stuff holds firm. Oak of all kinds has shaded off a little; hard maple and ash hold strong; the rest of the woods remain about as a fortnight ago.

## BOSTON

The amount of business in hardwoods in this market for the last two weeks has remained at its recent low level. There has been considerable inquiry and placing of mixed and part car orders and the dealers seem to be reconciled to picking up what trade of this sort can be secured. Buyers appear to be rather short of stock, requiring prompt shipments and paying fair market prices. This condition, together with the fact that a very large proportion of the offerings of mills to the trade here are at good market quotations, has served to hold values from any further declines. Most of the hardwood yards are purchasing in a limited way, and these moderate demands have resulted in a steady movement of most items without adding to the local stocks. Actual conditions show a number of encouraging factors. Quartered oak has about held its own, No. 1 common only showing a noticeable weakness. There is no evidence that plain oak has changed lately. There is a demand and very strong prices on first-class walnut, but the supply of No. 1 common and under seems to be effecting a little decrease in values. Poplar continues under average in price and market, while gum is in a still weaker condition here.

## BALTIMORE

The situation with respect to hardwoods is without important changes, but, in the opinion of some members of the trade, shows a slight improvement. All agree that prices are no higher than they were and that quotations are unsettled. The railroads are out of the market and will probably refrain from making purchases as long as their business is unsatisfactory. The furniture factories have been holding down to a considerable extent, though some improvement in this respect is being noted of late. Mill men with stocks of established reputation and who are in a position to meet the wants of patrons, get a fair amount of business at acceptable prices. Some of the hardwood manufacturers have had to make small reductions in their quotations, while others failed to keep up in point of volume, notwithstanding rather liberal concessions. Much has depended upon the standing of sellers in the trade, adequate selections and high grade stocks determining the issue in many cases. With many of the large consumers out of the market, and with many others restricting their needs, it has not been easy to get orders. Some of the members of the trade have managed to make a fair showing in point of quantity, but it has been done at the expense of a disproportionate amount of energy.

Practically all woods on the list have been affected the same way and to the same extent. One division of the business has not gone ahead of another. With the single exception perhaps of gum the entire list has shown a sagging, though the bottom seems to have been reached, and there are indications of recovery. The mills have been running full time, and while some accumulation of stocks is to be noted, the accumulation does not appear to be at all troublesome. The export trade continues very quiet, with the foreign buyers not anxious to place orders. The curtailing of shipments has produced no stringency in any direction. With respect to the foreign business some reaction may be looked for, the shrinkage in movement having gone about as far as it is likely to go.

## COLUMBUS

Despite the business depression there is a fairly good demand for hardwood stocks in this section. Buying on the part of retailers is the best feature of the trade, although some buying is being done by manufacturers. Vehicle and implement concerns are the best customers at this time. Dry stocks in the hands of mill owners are not very large and lower prices are believed to be out of the question. On the whole the price list has been well maintained. Some shading of quotations has been done, but this is to force trade where stocks have accumulated. Shipments are coming out well and the tone of the market is good, when business conditions are taken into consideration. Collections show signs of improvement.

One of the best features is the activity displayed in building operations. This is true not only in Columbus but in the smaller cities and towns of central Ohio. This fact is the salvation of the lumber business and makes the demand good in many sections.

Quartered oak is in fair demand and the volume of business is satisfactory. Plain oak is firm and chestnut is moving well. Poplar is strong and prices rule firm. Basswood and ash are in good demand and other hardwoods are unchanged.

## CINCINNATI

There is just a little betterment in the hardwood situation, a number of dealers claiming that they have been booking a fair business during the past week. Plain oak is doing fairly well in grades as is also quartered oak. Chestnut does not improve much in any grade but sound wormy and No. 1 sells best in this wood. There is a very good request for sap gum in all grades, and red gum in upper grades, probably the lowest of the hardwoods, has shown a nice improvement during the

LATEST IMPROVED DRY KILNS AND MACHINERY
MONOGRAM BRAND
Monogram Brand White Oak Flooring
Perfectly dried and worked. Made from our own timber from one boundary, insuring uniform color and texture; manufactured at our new hardwood flooring plant.
Our Specialty:
Quarter-sawed White Oak Flooring
Thicknesses: ⅝" and 13/16" Standard Widths
OAK FLOORING Your inquiries solicited. Quick shipments guaranteed
YELLOW POPLAR LUMBER CO., Coal Grove, Ohio

Kentucky Lumber Company
MANUFACTURERS
POPLAR, PLAIN AND QUARTERED OAK, RED AND SAP GUM, CHESTNUT, HEMLOCK
ROUGH AND DRESSED
MILLS AT Burnside, Ky. Williamsburg, Ky. Sulligent, Ala.
SALES OFFICE 606 Security Trust Bldg. LEXINGTON, KY.

Saline River Hardwood Co.
Main Sales Office
Pine Bluff, Arkansas
Manufacturers of
Genuine Forked-Leaf White Oak
Red and Sap Gum
Red Oak and Ash
¶ We offer to the trade a remarkably SUPERIOR lumber product.
¶ Our TIMBER is virgin forest growth of the highest type.
¶ Our MILLS are new and produce accurately manufactured stock.
¶ Our LUMBER is all KRAETZER-CURED—treated with steam under pressure directly from the saw—insuring quick drying to light weight, freedom from seasoning defects and stick-marking, splits and stain.
¶ Kraetzer-cured lumber will "stay where you put it."
¶ Dry kiln and oak flooring plant in connection.
¶ We solicit the inquiries and orders of critical and discriminating buyers.
¶ For straight cars of Yellow Pine, or mixed cars with Oak Flooring, write LONG-BELL LUMBER COMPANY, Kansas City, Mo.

GENERAL VIEW OF MAIN SAWMILL PLANT.
Equipment two bands and four resaws. Daily log-hour capacity 150,000 feet.

# LAMB-FISH LUMBER COMPANY

## Band Mill and General Offices: Charleston, Miss., U. S. A.

### THE LARGEST HARDWOOD MILL IN THE WORLD. ANNUAL CAPACITY, 40,000,000

CABLE ADDRESS—"LAMB." Codes Used—Universal, Hardwood, Western Union, A. B. C. 5th Edition, Okay

## STOCK LIST—Dry Lumber on Hand June 1st, 1914

| | 4/8 | 1/2" | 5/8 | 3/4 | 4/4 | 5/4 | 6/4 | 8/4 | 10/4 | 12/4" | 16/4" |
|---|---|---|---|---|---|---|---|---|---|---|---|
| 1st & 2nd Qtd. Wh. Oak, 6" & up | 90,000 | 15,000 | | 50,000 | 90,000 | 21,000 | | | | | |
| 1st & 2nd Qtd. Wh. Oak, 10 & 11 | | | | | | 12,000 | | | | | |
| 1st & 2nd Qtd. Wh. Oak, 12" & up | | | | | | 6,000 | | | | | |
| No. 1 Com. Qtd. Wh. Oak, 4" & up | 50,000 | | 8,000 | 1,000 | 60,000 | 19,000 | | | | | |
| No. 1 Com. Qtd. Wh. Oak, 6" & up | | | | | 15,000 | | | | | | |
| No. 2 Com. Qtd. Wh. Oak, 3" & up | 2,000 | 2,000 | 13,000 | | | 1,000 | | | | | |
| Clr. Strips, sap no defect, 2½-5½ | | | | | 15,000 | | | | | | |
| No. 1 Com. Strips, 2½-5½ | | | | | 30,000 | | | | | | |
| 1st & 2nd Plain Wh. Oak, 6" & up | 60,000 | 50,000 | 10,000 | | | | | | | | |
| No. 1 Com. Plain Wh. Oak, 4" & up | 60,000 | | 10,000 | 27,000 | 175,000 | | | 25,000 | | | 500 |
| No. 2 Com. Plain Wh. Oak, 3" & up | 50,000 | 18,000 | 25,000 | | 50,000 | | 1,000 | | | | |
| 1st & 2nd Plain Red Oak, 6" & up | 30,000 | 26,000 | 40,000 | 15,000 | 20,000 | 25,000 | 25,000 | | | | |
| No. 1 Com. Plain Red Oak, 4" & up | 30,000 | 27,000 | 24,000 | 27,000 | 322,000 | 78,000 | 15,000 | 15,000 | | | |
| No. 2 Com. Plain Red Oak, 3" & up | | | | | 200,000 | 9,000 | 2,000 | | | | |
| No. 3 Com. Plain Red Oak, 3" & up | | | | | 50,000 | | | | | | |
| Oak Cor. Stock, 4" & up | | | | | 100,000 | | | | | | |
| 1st & 2nd Red Gum, 6" & up | 92,000 | 254,000 | 119,000 | 375,000 | 15,000 | 65,000 | 115,000 | | 12,000 | 3,000 | |
| No. 1 Com. Red Gum, 4" & up | 125,000 | 152,000 | 180,000 | 315,000 | 150,000 | 185,000 | 53,000 | 28,000 | | 6,000 | |
| 1st & 2nd Fig. Red Gum, 6" & up | | | | | 15,000 | 1,000 | 5,000 | | | | |
| No. 1 Com. Fig. Red Gum, 4" & up | | | | | 8,000 | | | | | | |
| 1st & 2nd Qtd. Red Gum, 5" & up | | | | | 10,000 | 5,000 | 18,000 | 30,000 | | | |
| No. 1 Com. Qtd. Red Gum, 4" & up | | | | | 15,000 | 2,000 | 8,000 | 9,000 | | | |
| Sap Gum Box Boards, 4-15 | | | | | 15,000 | | | | | | |
| Sap Gum Box Boards, 9-12 | | | | | 22,000 | | | | | | |
| 1st & 2nd Sap Gum, 4-15 | | | | | 40,000 | | | | | | |
| 1st & 2nd Sap Gum, 15-18 | | | | | 65,000 | | | | | | |
| 1st & 2nd Sap Gum, 18" & up | | | | | 30,000 | | | | | | |
| 1st & 2nd Sap Gum, 6" & up | 30,000 | 25,000 | 35,000 | 55,000 | 75,000 | 60,000 | 15,000 | 7,000 | 12,000 | 6,000 | |
| Clr. Sap Gum Strips, 2½-5½ | | | | | 15,000 | | | | | | |
| No. 1 Com. Sap Gum, 4" & up | 15,000 | 25,000 | 20,000 | 20,000 | 750,000 | 60,000 | 15,000 | 7,000 | 2,000 | | |
| No. 2 Com. Sap Gum, 3" & up | 200,000 | | 75,000 | 175,000 | 30,000 | | 85,000 | 15,000 | | | |
| No. 3 Com. Sap Gum, 3" & up | | | | | 500,000 | 95,000 | 23,000 | | | | |
| 1st & 2nd Cypress | | | | | | | 6,000 | | | | |
| Select Cypress | | | | | | | 2,000 | | | | |
| No. 1 Shop Cypress | | | | | | | 5,000 | 2,000 | | | |
| No. 1 & No. 2 Com. Cypress | | | | | 21,000 | | 55,000 | 55,000 | | | |
| Log Run Cypress | | | | | 68,000 | | | | | | |
| Com. & Btr. Tupelo | | | | | 21,000 | | | | | | |
| Log Run Cottonwood | | | | | 12,000 | | | | | | |
| Log Run Elm | | | | | 80,000 | | | | | | |
| Log Run Ash | | | | | 10,000 | | | | | | |
| No. 2 Com. Ash | | | | | 11,000 | | | | | | |

VIEW OF MILL SKIDWAY, WITH PART OF LOGS STORED IN BACKGROUND—WE HAVE 6,000,000 FEET OF SELECTED HARDWOOD LOGS STORED ON OUR MILL YARD.

week. A fair demand is also noted for maple. Thick ash is in most active call. All low grades suitable for the box makers is in good demand. Despite dull business the box men keep busy. There is a very light demand for poplar in common and better as has been the case for a number of months, but the lower grades are in very good demand at fair prices. Manufacturers claim there is neither overproduction nor accumulation and that sooner or later poplar will again be in good request, but at the present time they admit the demand is a little slow.

## TOLEDO

Conditions have not changed much in the hardwood market here in the past week or two. Prices remain fairly firm but the demand is rather light, such business as there is being for immediate delivery. There is a slight demand for bending material and prices are holding very firm on this class of lumber which is year by year growing more scarce. The demand for crating is normal and prices are holding firm. Furniture factories and vehicle concerns are not heavy buyers at present and the railroads are buying practically nothing in the way of equipment. This, of course, puts quite a crimp in the hardwood business and is felt keenly. Recently some of the railroads have ordered some equipment but this is largely box cars and does not greatly affect the hardwood market. The demand from the building trades continues good, especially in Toledo, where building is much heavier than is usual at this season of the year. Hardwood men generally are optimistic and believe that conditions augur a better trade within a few weeks and a renewed general activity. The very heavy crops which are being grown all over the country are greatly in evidence in Ohio and it is believed that after harvest a much better business will be had. Many of the local lumbermen believe the present condition is temporary and will pass away within a few weeks and a better atmosphere may be looked for in all lines of trade. Oak is leading the demand here and there is a fair demand for ash and poplar.

## INDIANAPOLIS

The hardwood trade is still moving along slowly. There has been very little buying during the last two weeks and the inquiries received would not lead anyone to believe that any decided improvement is to be expected soon. It is said that the business for June, unless there is an unexpected spurt during the closing days of the month, will show a smaller volume than the business for June of last year. Prices are slightly lower than they were a year ago.

While the trade is inactive now there should be a good fall trade because of large crops which, it is believed, will tend to revive business generally throughout the state.

## MEMPHIS

The hardwood market here continues steady with perhaps an average volume of business. Most of the orders are for comparatively small amounts and mixed cars are a specialty. Inquiries are numerous enough to indicate that there are many needs to be filled and the fact leads to the belief that business will be fairly active even during the midsummer season. There are numerous calls for lumber for deferred delivery, but there is little disposition here to accept such orders for the reason that most hardwood men believe it will be possible later to secure more profitable prices than those now offered for such shipments. Prices as a rule are well maintained and the opinion is generally entertained that firmness, even in the face of the comparative quiet, will be a characteristic of the situation. There is a fairly active demand for both plain and quartered oak. Ash is a ready seller in all grades and gum prices are well held. The lower grades of gum are going into box manufacture on a liberal scale. White sap gum in the higher grades appears to be finding a satisfactory outlet. Inquiries for red gum are free and quite a fair business is being done in this item.

Cottonwood in the lower grades continues to move about as freely as the limited offerings will allow, but firsts and seconds are comparatively slow. Cypress sells well in selects and shops, but the higher grades are in rather limited request. Export business has shown some decrease recently and the outlook has been somewhat further affected as a result of the threatened renewal of trouble in the Balkan states.

## NASHVILLE

There is no denying that the hardwood situation in this market has been ruling quiet during the month of June. Here and there dealers can be found who report some improvement in trade, but the buying as a whole has been moderate. Local building is not so active as usual at this season, though a number of large building enterprises are in progress. The inactivity is noted in the small number of dwellings being erected. Several representatives of foreign concerns have been in this market, and have closed some orders for shipment to Germany and England. Oaks, ash, hickory, poplar and other varieties are selling. Activity has been mentioned in this market in the foreign demand for walnut.

## BRISTOL

Bristol lumbermen report business as very dull. They say that it is duller than at any time during the present year. However, they


# Mahogany and Circassian Lumber & Veneers

¶ The largest assortment of finest figured Mahogany Logs, Lumber and Veneers in the country can be found at the Chicago plant of C. L. Willey.

¶ We are just in receipt of fifteen cars of remarkably superior Circassian Walnut Logs, large size, well-figured and of good color, which are now being cut into Veneers.

¶ A visit or correspondence from discriminating buyers of all varieties of fine Imported and Domestic Cabinet Woods in Lumber and Veneer is solicited.

¶ You will not only find the Willey warehouses well stocked with a superb collection of Circassian, Mahogany, Vermilion, Black Walnut and other fancy foreign and domestic lumber and veneers, but buyers are assured of prompt and painstaking service, and a quality of product not usually obtainable.

¶ To visit the plant take Blue Island Ave. car at the postoffice to Robey Street.

## C. L. WILLEY, Chicago

*Largest Fancy Wood Veneer and Lumber producing plant in the world*

Over

**One Million Dollars**

has been returned its members by the

**Manufacturing Lumbermen's Underwriters**

And there remains to the credit of members over

**Eight Hundred Thousand Dollars**

The membership, which is constantly increasing, is now composed of over four hundred of the best saw mill plants in the country. Insurance in force exceeds thirty-one million and nearly three million dollars has been paid in losses. If you have a first-class plant adequately protected and are interested in low cost fire insurance, correct policy forms, an inspection service which may save you from a disastrous fire, with the certainty of a prompt and equitable adjustment in case loss does occur, and wish a list of members and annual statement we will be glad to hear from you.

Rankin-Benedict Underwriting Co.

HARRY D. CLARK, Attorney in Fact
KANSAS CITY, MO.

**WANTED**

All Kinds of High-Grade

**HARDWOODS**

**S. E. SLAYMAKER & CO.**

Representing
WEST VIRGINIA SPRUCE LUMBER CO., Cass, West Virginia.

Fifth Avenue Building, NEW YORK

**The Tegge Lumber Co.**

**High Grade**
**Northern and Southern**
**Hardwoods and Mahogany**

**Specialties**

**OAK, MAPLE, CYPRESS, POPLAR**

**Milwaukee, Wisconsin**

## LOUISVILLE

[illegible] legislation, settlement of the Mexican situation and the restoration of confidence are some of the factors which it is hoped will materialize and if this turns out as expected, trade should show a marked revival. One of the most satisfactory features of the situation is that prices generally have held up. Plain oak and poplar have declined somewhat, [illegible]

## ST. LOUIS

The local hardwood trade, while quiet, is showing a little more buying than a week or two ago. Inquiries are coming in more frequently, indicating that there is an inclination to buy and that it will develop later on. The yards and consumers have allowed their stocks to run much lower than they generally do, and so must soon come into the market to replenish their stocks. The wood moving best is plain white oak. Quartered red oak is improving in demand. Red gum is in fair movement, especially the better grades. Poplar and ash are in seasonable demand. Prices show a slight tendency to improve. There is little to say about the cypress situation. Orders are coming in fairly well, about what could be expected at this season of the year. The prospects, however, are excellent and a good fall business is looked for.

## MILWAUKEE

The hardwood business is not improving as rapidly as manufacturers might wish for. Building operations in Milwaukee have been falling off of late, although the building launched earlier in the season is now at the point where hardwood finishing and maple flooring is in good demand. The most discouraging feature of the present situation is the fact that the larger consumers of hardwood are buying only enough stocks to meet their present requirements, preferring to wait until more new stocks are arriving, evidently in the hope that prices will go lower. Prices have been well maintained, despite the fact that demand is not so brisk as it might be.

There seems to be considerable activity in box manufacturing circles, not only in Milwaukee, but about the state, and this has created a fair demand for basswood and low-grade stocks of hardwood. A box manufacturing concern at Marinette, Wis., reports that its plant has been operating at nearly full capacity for some time and that orders of a rush nature are being received, indicating that manufacturers and consumers in most lines are carrying small stocks.

Milwaukee wholesale lumbermen seem to feel that during the latter part of July or the early part of August, business will begin to take on new life. Manufacturing concerns are all holding light stocks and it would seem that if general business shows any improvement and if building operations show more activity, a much better demand for hardwood in all lines ought to develop.

One of the most hopeful signs for a good future business is the excellent crop outlook all over the Northwest. The second Wisconsin crop report of the present season, just issued by James C. MacKenzie, secretary of the state board of agriculture, is decidedly favorable and gives promise of a bumper crop in Wisconsin. A. E. Manchester, superintendent of the West Milwaukee shops, where a larger percentage of the cars and other equipment of the Chicago, Milwaukee & St. Paul railroad are manufactured, says that all the idle cars of the St. Paul, as well as of other roads, will be needed to move the grain crops.

Building operations in Milwaukee suffered quite a slump during the past week. Only 116 permits were issued for structures to cost $181,099, as compared with 122 permits and an investment of $312,659 during the corresponding week a year ago. Builders, contractors and architects believe that much important building will be held over until fall and that the year's building operations will at least equal those of a year ago. Considerable building is going on in the country districts.

Birch and maple of the northern hardwoods seem to be meeting with the leading demand. Plain red oak is the best seller in southern woods.

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No display except for headings can be admitted.

Remittance is necessary with the order. No extra charges for copies of paper containing the advertisement.

## EMPLOYMENT WANTED

WANT TO CORRESPOND WITH GOOD

Address, BOX [illegible] Hardwood Record.

### WANTED—EMPLOYMENT

When you want a salesman for New York state territory, write us. We can supply you with a good man. EMPIRE STATE ASSOCIATION of Wholesale Lumber & Sash & Door Salesmen. Chas. Johnson, Sec'y, 96 Kirkland Rd., Rochester, N. Y.

## LUMBER WANTED

### WANTED

1500 M ft. 2" No. 1 common Poplar in 10' and 14' lengths.

WOOD & BROOKS CO., Buffalo, N. Y.

### WANTED—OAK LUMBER

[illegible] mill cuts at Southern Illinois for Mine Ties, Switch Ties, Bridge Plank and Car stock. Address "BUYER," care HARDWOOD RECORD.

### WANTED TO BUY

2 cars 1 No. 1 common quartered white oak
1 car 4/4 No. 1 common quartered white oak

POHL MILLER BROS., Cincinnati, O.

## LOGS WANTED

### WANTED—BLACK WALNUT LOGS

500 cars good black walnut logs, 10" and up in diameter, 6 ft. and up long. Will inspect at shipping point and pay cash.

GEO. W. HARTZELL, Piqua, Ohio.

## TIMBER FOR SALE

### FOR SALE—20 MILLION FEET

Hardwoods delivered at mill site in Florida. Low price; easy terms; rail and water transportation. C. O. SHEPARD, 101 W. 85 St., New York, N. Y.

### HARDWOOD TIMBER FOR SALE

[illegible] consisting of White Oak, Red Oak, Hickory, Ash, Cotton Gum, Sap Gum, interspersed in the remainder. White Oak, Hickory and Ash. Sap and Mixed Gum and Cotton $1 per M. Logs [illegible] per M.

V. D. WILSON, Palestine, Texas.

### $15,000,000.00.

We have about fifteen million dollars' worth of timberlands for sale. Write us what you want. Dealers in timberlands, lumber yards, mill machinery, mills for sale, arranging loans, selling and exchanging cutover lands, and a general real estate business. If you want to buy or sell write us. THE JANESVILLE EXCHANGE, Timber Dept., Janesville, Wisconsin.

## LUMBER FOR SALE

### FOR SALE

Poplars 12" and over scaling to No. 1 and No. 2 and [illegible] grades, 1½ million feet, 1" to 2" thick, running from 4 to 16 and 2 to 7 inches and dried. Address or call

COLUMBUS SAW CO., Columbus, O.

### QUARTERED WHITE OAK FOR SALE

50,000 feet 8/4s, 1st and 2nds, bone dry.

HAUSER, BRENNER & FATH CO.,
Cincinnati, Ohio.

### LOG RUN PLAIN SAWED LUMBER

270,000 feet 4/4 Gum.
22,000 feet 5/4 Red Oak
11,000 feet 5/4 White Oak
15,000 feet 4/4 Beech

J. B. ELLIOTT, Durant, Miss.

## DIMENSION STOCK WANTED

### WANTED

Hard Maple and Beech Squares 42", 44", 48" long, plump 1" x 1". Must be clear and straight. If you have any to offer write us Will take them dry or green.

THE COLUMBIA MFG. CO.,
New Philadelphia, Ohio

### WANTED

DIMENSION OAK

Plain and Quartered

Various sizes for chair and table factories

Send to us for specifications and prices

INDIANA QUARTERED OAK CO.

7 East 42nd Street,

New York.

## DIMENSION STOCK FOR SALE

### DIMENSION QUARTERED OAK

Red and plain oak [illegible] and chair [illegible]

[illegible] CHERRY LUMBER, Reedsville, Penn.

## TIMBER LANDS FOR SALE

### AN UNUSUAL OFFERING

[illegible] in Northern Hardwood [illegible] See page 74.

### TIMBER INVESTMENTS

We have a number of timber tracts offered for sale that are probably the most enticing investments offered in America today. Our list consists of all varieties of timber in different size tracts. We can please the most discriminating. Would be pleased to submit proposition on receipt of your requirements

GREAT NORTHERN INVESTMENT CO.,
Main offices, Janesville, Wis.

### FINE TIMBER TRACTS.

We have a number of timber tracts for sale in most all states at low prices and reasonable terms. Have few bargain tracts that are offered for quick sale. Write us what you want, we have it. THE JANESVILLE EXCHANGE, Timber Dept., Janesville, Wis.

### TIMBER INVESTMENTS

We have a number of timber tracts offered for sale that are probably the most enticing investments offered in America today. Our list consists of all varieties of timber in different size tracts. We can please the most discriminating. Would be pleased to submit proposition on receipt of your requirements.

GREAT NORTHERN INVESTMENT CO.,
Main Offices, Janesville, Wis.

## MACHINERY FOR SALE

### FOR SALE

One six-foot Fay & Egan band Sawmill outfit, complete; 2 McIlvain & Spiegel boilers, modern make, engine Houston, Stanwood & Gamble, self-contained engine; gang edger and trimmer, swing cross-cut line shafting, belting, pulleys and carriage, all filing room machinery, complete with 7 or 8 good saws, everything complete in first-class condition. Can be bought quick at a big bargain. Address

JOSEPH L. LACKNER, Trustee in Bankruptcy,
ROCKPORT SAWMILL CO., 2208 Union Central Bldg., Cincinnati, Ohio.

## BUSINESS OPPORTUNITIES

### TWO MANAGING EMPLOYES

Of a large veneer manufacturing concern have excellent opportunity to acquire business, but are only able themselves to take minor interest. Reputation of concern highest in line. Approximate amount [illegible] which will give control. Present owners have other larger interests. If interested and able to invest, address [illegible] Hardwood Record.

## SECURE BETTER PRICES

AT LESS SELLING COST BY REACHING MORE CUSTOMERS. HARDWOOD RECORD PUTS YOU BEFORE THEM ALL TWICE A MONTH. ASK US ABOUT IT.

### FOR SALE

1 large band sawmill, everything in first-class condition; mill capable of producing from 25 to 40,000 ft. per day; located on Green River, Ky., with plenty of Oak, Ash, Poplar and Hickory timber within easy and low freight rate by rail; also considerable timber available by river. About 2,000 feet of siding passing the skidway, running through the lumber yard and can be operated as economically as any hardwood plant in the country. Can be bought quick at a bargain. Address JOSEPH L. LACKNER, Trustee in Bankruptcy, ROCKPORT SAWMILL CO., 2208 Union Central Bldg., Cincinnati, Ohio.

### TIMBERLANDS FOR SALE.

We are in a position to supply you with any kind of timber that your needs require anywhere in the United States, Canada, Mexico Cuba and Republic of Panama. Our list comprises over $60,000,000 worth of timberlands. Write for copy.

GREAT NORTHERN INVESTMENT CO.,
Main Offices: Janesville, Wis.

### FOR SALE.
### PLANT AND EQUIPMENT

Including Locomotives, Gondolas, Derricks, Hoisting Engines, Boilers, Concrete Mixers, Rock Drills, Buckets, Pumps, Engines, Elevators, Conveyors and Camp Equipment.

ALABAMA POWER COMPANY
Engineering Department,
Birmingham, Alabama.

### BUYERS OF HARDWOODS.

Do you want to get in touch with the best buyers of hardwood lumber? We have a list showing the annual requirements in lumber dimension stock and veneers and panels of consumers of those materials throughout the United States and Canada. The service is free to advertisers in the RECORD. It will interest you Write us for further information about our "Selling Lumber by Mail System."

HARDWOOD RECORD, Ellsworth Bldg., Chicago.

## MISCELLANEOUS

### OAK, POPLAR, ASH

and all other hardwoods, in all grades and thicknesses, can be readily sold if advertised in the Wanted and For Sale section of HARDWOOD RECORD. If you have a large stock you want to sell try a few lines in this department and see what a lot of inquiries they will bring you

### TIMBERLANDS FOR SALE

We are in a position to supply you with any kind of timber that your needs require anywhere in the United States, Canada, Mexico, Cuba and the Republic of Panama. Our list comprises over $60,000,000 worth of timberlands. Write for copy.

GREAT NORTHERN INVESTMENT CO.,
Main Offices: Janesville, Wis.

## LUMBER RULES

**Our own process** of black enamel ink insures perfect, permanent lettering with no injury to the rule, as with burnt lettering. Double riveted head, the rivets moulded into the brass.

**Tool Steel Blade**
**Oil Tempered**
**Riveted Handle**

*The best of selected hickory used exclusively*

**AMERICAN RULE & MFG. CO.**
**Nashville, Tenn.**

## CHICAGO

## E. H. KLANN LUMBER CO.

**Cottonwood, Gum, Oak, Ash, Cypress, Yellow Pine, Dimension Stock**

819 FISHER BLDG. HAR. 1187

## COUNTERFEIT CHECKS

are frequent except where our

**Two Piece Geometrical Barter Coin**

is in use, then imitation isn't possible. Sample if you ask for it.

**S. D. CHILDS & CO.**
**Chicago**

We also make Time Checks, Stencils and Log Hammers

## MAKE BOX SHOOKS

Up to 24" Long, or

## LOOSE BARREL STAVES

**Of Finest Quality and at Lowest Cost**

From Cordwood, Slabs, or Other Forest Waste by the Use of Gerlach Machinery.

**The Peter Gerlach Co., Cleveland, O.**

If you are not a subscriber to HARDWOOD RECORD and have a suspicion that you would like to see a copy, it is yours for the asking.

Secure Better Prices

at less selling cost by reaching more customers. Hardwood Record puts you before them.
All Twice a Month

ASK US ABOUT IT

## GIBSON TALLY BOOK

This three-throw tally ticket cover is made from aluminum, and accommodates four tally tickets—4¼x8¾ inches in size.

Folds compactly to less than one-fourth inch in thickness and fits side or inside coat pocket.

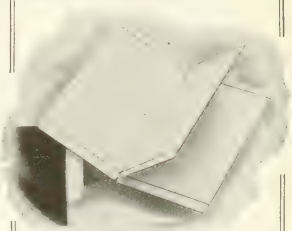
Gives large area of four tickets for complicated tallies, or straight grade can be made on one page.

Accommodates any form of tally ticket desired.

Special, patented, triplicate tally tickets supplied, printed on waterproof paper with carbon backs. Tallies made on these tickets are unalterable. Their use enables the inspector to retain triplicate, and forward original and duplicate. Duplicate designed to be attached to invoice.

These tally books are perfection for durability, convenience, accuracy, and for systematizing the inspection and measurement of lumber

Patent applied for on covers. Copyrighted. 1910. Triplicate Tally Tickets patented.



### PRICE LIST

| | |
|---|---|
| Aluminum Tally Covers, each - - | $ 1.00 |
| Aluminum Tally Covers, per dozen - - | 10.00 |
| Patented triplicate Tally Tickets (stock form) per 1,000 | 10.00 |
| Single sheet manila (stock form) Tally Tickets, per 1,000 | 4.00 |

Specimen forms of Tally Tickets mailed on application. Covers sold on approval to responsible concerns.

Manufactured by

**Hardwood Record**
537 S **Dearborn St., CHICAGO**

# A Few Reasons Why The National Hard

## Our Inspection Service

THE National Hardwood Lumber Association, at the close of its eighth fiscal year in May of 1905, and as shown by the reports of its officers at the annual convention held in Buffalo, had 332 members and a force of 14 Inspectors. Today, at the close of its seventeenth fiscal year, the Association has 900 members and its Inspection Staff numbers 70. While its INSPECTION SERVICE was the ORIGINAL BENEFIT of membership and is still the CENTRAL FEATURE of its work, the Association has, from time to time, added other service benefits each having a definite practical value in itself and all of which have well demonstrated this value.

NATIONAL INSPECTION is now a STAPLE UTILITY of the Hardwood Industry and the reasons for its being such stand out very clearly. This branch of the service with its corps of 70 INSPECTORS covers the entire Hardwood field, and as OFFICIAL INSPECTION in order to be effective against the probabilities of demurrage, deterioration and the other concomitants of delay must be prompt, it is manifestly well equipped for action accordingly.

A member of the National Hardwood Lumber Association has always at his command one or more competent Inspectors in every market who look after his shipments and protect his interests with the same fidelity as if carried on his personal pay-roll. Their work is constantly saving our members material sums of money. In fact, it frequently happens that they save some member more than the cost of his yearly membership on the inspection of a single shipment. The truth of this statement will be appreciated by those who have ever had a car disputed at a destination several hundred miles distant and have sought to obtain a satisfactory adjustment through their own direct efforts. Correspondence almost invariably only tends to further complicate the situation. Getting on the ground yourself or sending a representative there is a costly proceeding and even then, if a settlement is thus secured, it is generally a compromise and anything but satisfactory. You may retain an attorney, but that is the most expensive recourse of them all. It is impossible to estimate the amount of money that our inspection work is saving to our members as a whole every year, strictly on the score of AVOIDED LITIGATION.

NATIONAL INSPECTION gives you immediate and reliable action at a nominal cost. It is accepted by FAIR BUYERS everywhere as FINAL and its BONDED CERTIFICATE, backed by the financial guarantee of the Association, safeguards both buyer and seller as strongly as the warehouse receipt does the operator in grain, or the fire insurance policy the property owner.

## Our Reporting Service

This department, while comparatively new, having been installed in January, 1913, has made a remarkable record for itself and now ranks as one of the chief benefits of membership. Its functions are various and vital. It is designed primarily to furnish our members with financial statements and lists of the lumber requirements of the Hardwood consuming trade of the United States and Canada, but its possibilities go much further. Through it a member can obtain, upon application, reliable information as to the financial status and the Hardwood needs of any consumer in whom he may be interested. In this connection, it enables him to save a portion at least of what he otherwise pays out for regular Commercial Agency service and the information that it gives him goes far beyond anything that any of the regular Commercial Agencies have ever attempted. The same department also furnishes our members with lists of the users of any certain kind of Hardwood in any certain section or state. Again, in cases where members have blocks of stock they desire to market and will give us specifications as to kinds, grades and thicknesses, we can, from our files, provide a list of responsible consumers who are in immediate need of the stock they have to offer. This department also places before our members

**EXECUTIVE QUARTERS, 1864 Mc**

# ood Lumber Association Stands First

every month, through the columns of the Official Bulletin of the Association, a long list of Hardwood consumers on whom it has obtained late and valuable information and which can be freely called for whenever wanted. It also issues, periodically, the publication known as the CONSUMERS' REGISTER, which contains the tabulated lumber requirements of hundreds of consumers in all sections.

This Reporting Service as a means of keeping fully informed of the requirements, conditions and developments of the Hardwood consuming field and bringing our members directly in touch with the best buyers and with fresh trade possibilities, is very efficient and in estimating the values of membership in the Association, it should be considered in all of its several serviceable features.

## Our Mercantile Experience Exchange

This is closely related to our Reporting Service—in fact, is an adjunct of it. The failure of many concerns who engage in the Hardwood lumber business may be attributed to sundry causes, but it is well understood that bad accounts are an important factor. It does not follow that a concern having a high financial rating will always prove a profitable customer. Many such customers, because of arbitrary and unfair inspection methods, are as undesirable as concerns lacking the necessary capital with which to carry on their business. Our Mercantile Experience Exchange furnishes advance information on this class of concerns. The 900 manufacturers and wholesalers comprising our membership are co-operating with us along this line and their experience, as shown by their ledgers, affords information of a more confidential and dependable character than can be obtained from any other source.

## Our Bureau of Publicity and Advertising

has for its prime object the giving of publicity and prominence to the business operations of our members and thereby promoting their sales. Our well-known Hardwood Directory, or BUYERS' GUIDE, is one of the leading instruments of this department, which also issues various other publications having a large circulation among lumber buyers throughout the United States and Canada. These official publications serve to bring the seller before the buyer in a very direct and authoritative manner. Furthermore, they are as beneficial to the buyer as they are to the seller. "Well bought is half sold" holds quite as true of Hardwoods as of any other commodity. Of our 900 members a majority are manufacturers of Hardwood, seeking a market for their output. They consult the Hardwood Directory in sending out their stock lists and quotations. If your name appears in this publication, it is bound to result in new and valuable connections for your purchasing department.

## The Cost of Membership

And what does all this cost? A small sum certainly. You pay $25.00 initiation fee when you join and your dues are but $50.00 per year. There are no assessments and there never have been any. Our by-laws forbid them. Moreover, assessments signify indebtedness and this Association has no indebtedness. Every member pays the same dues and receives the same service. There is no limited inner circle consuming the cream of the benefits, leaving the skimmed milk for the outer majority.

Under existing business conditions, there is now unquestionably greater need than ever for the protection and service which a membership in this Association carries with it. Unjust kickers show themselves more frequently and credits constantly demand a more careful scrutiny. Consequently, this is the time to put our claims to the test. If they ARE true, a membership in this Association is something you can hardly afford to be without. If they ARE NOT true, you owe it to the trade to demonstrate their falsity.

**CORMICK BUILDING, CHICAGO.**

# Sale of Michigan Hardwood Timber Lands

## Comprising Probably the Finest Hard Maple and Gray Elm Timber Now Standing

THE lands in Michigan belonging to the late David Ward, not disposed of by the Trustees during the existence of the trust created by the residuary devise of his will, have been ordered by Decree of the Circuit Court for the County of Bay, In Chancery, in a suit for the partition thereof therein pending, to be sold by a Circuit Court Commissioner in and for the County of Bay, Michigan, at public auction to the highest bidder, at the front door of the Court House in Bay City, Michigan, on the fourth day of August, A. D. 1914, at 10:00 o'clock A. M.

Some 7,000 acres and upwards of the timbered lands included in said sale are splendidly timbered with a fine quality of hard maple and gray elm, with a sprinkling of other varieties of timber. These lands were personally selected by the late David Ward upwards of a quarter of a century ago, and were especially selected for the excellent quality of the timber thereon, at a time when opportunity was available to select hardwood of these varieties as good as the very best that originally stood in Michigan, and they are practically the last offering of hard maple and gray elm timber lands selected under such conditions.

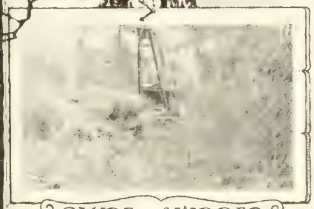
All of these lands are very accessible to the Detroit & Charlevoix division of the Michigan Central Railroad, while part of them are also accessible to the Grand Rapids & Indiana Railroad, the Manistee & Northeastern Railroad and the East Jordan & Southern Railroad.

Aside from the timbered lands, some 25,000 acres of denuded lands, and lands the timber on which has been heretofore sold and conveyed, will be offered at this sale, and also the saw mill plant, buildings and appurtenances, at Deward, Crawford County, Michigan, built and operated by the Trustees under the Will of David Ward, and likewise certain parcels of land and town lots, dock properties, boomage and riparian rights at or near East Jordan, Charlevoix County, Alba, Antrim County, Manistee, Manistee County, or Bay City, Bay County, Michigan.

All of the lands will be offered in parcels as fixed by the Decree of the Court, the same ranging in size from 320 acres and upwards for the timbered lands and 80 acres and upwards for the cut over lands, and lands the timber on which has been sold and conveyed.

For further particulars write Hurdis M. Ready, Circuit Court Commissioner, Bay City, Michigan, or Chamberlain, May, Denby & Webster, 1406-10 Dime Savings Bank Building, Detroit, Michigan.

# Where Steam Skidders are used in Hardwood:-



CLYDE SKIDDER
Operating in heavy cane handling Giant White Oak logs

---the mill has fresh logs at all times, insuring high-grade lumber untouched by worms or sap-rot. ¶ Steam skidders also enable the hardwood man to reduce his skidding costs away below the average annual cost of skidding with animals, *upon which the price of his stumpage was figured.*

You will be interested in reading "*The Only Way to Handle Hardwood*" in the January issue of STEAM MACHINERY: a copy sent free on request.

## CLYDE IRON WORKS

HEAD OFFICE & FACTORY — DULUTH, MINN.

Branches

NEW ORLEANS
SAVANNAH
HOUSTON

CHICAGO
PORTLAND
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LIDGERWOOD

INTERLOCKING DRUMS
ENGINE PULLS SLACK
ANY LENGTH
REQUIRED

Lidgerwood Mfg. Co.
96 Liberty St. New York City

LOGS AT MILL AT LOWEST COST

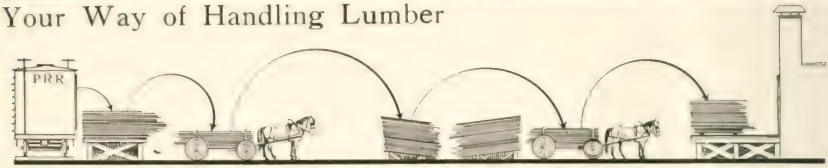
CABLEWAY 1913 KIDDER

HIGH SPEED RETURN
SKIDS DOWNHILL IN WELL AND UPHILL

Branch Offices
Chicago Seattle
Agencies
Canada: Canadian Allis Chalmers Ltd
New Orleans: Woodward Wight & Co. Ltd



Your Way of Handling Lumber

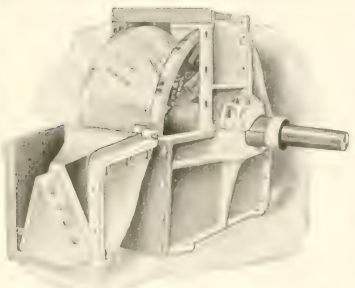



From Car to Deadpile | Then to Wagon | Then to Lumber Yard | Then to Wagon | Then to Kiln Truck

Ask Us About THE NATIONAL WAY

THE NATIONAL DRY KILN CO., Indianapolis, Ind.





Send for catalog H. R. describing our Gangs-Resaws, Edgers, Trimmers, Carriages and other Saw Mill Machinery.

Diamond Iron Works

(ESTABLISHED 1885)

Minneapolis, Minnesota

THE DIAMOND HOG

Is Known and Used and is a Favorite

In Every Lumbering Locality

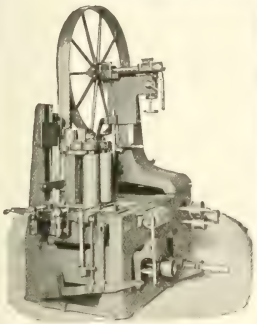
Some of the reasons

It Withstands the Most Severe Strains
Saves Horse Power
Prevents Choking of Conveyor by Overhead Feed
Does Not Require Constant Attention

Let us tell you more about it

# NO LIMIT

*a Specialty—Not a side line*



NEW Standard 54-Inch Band Resaw

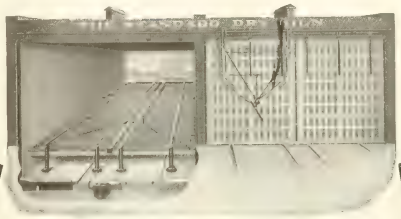
Hickory, N. C.,
Nov. 3rd, '13.

Gentlemen:

We have three of your Band Resaws, one Ideal, one Standard Perfected, and one of your NEW Standard 54", all of which are running with **entire satisfaction at small maintenance cost,** and there seems to be **no limit as to the amount we can get through.**

Yours truly,
Hutton &
Bourbonnais Co.

**Wm. B. Mershon & Co.**
SAGINAW MICH.



## MOIST AIR DRYING

Almost any user of a good MOIST AIR kiln, who has had experience with other drying systems, will tell you that results show conclusively the superiority of the moist air method of drying. In

**The Standard Dry Kiln**

moist air drying has been brought NEAREST to the point of absolute perfection. Many users of The Standard, who formerly tried other moist air kilns, will bear us out in this statement. We'll be glad to refer you to them on request.

We're getting out a new booklet containing a list of Standard Dry Kiln users. Drop us a line and we'll send you a copy as soon as it comes from the printers. Address: The Standard Dry Kiln Co., 1559 McCarty St., Indianapolis, Ind.

**ELEPHANT RUBBER BELTING**

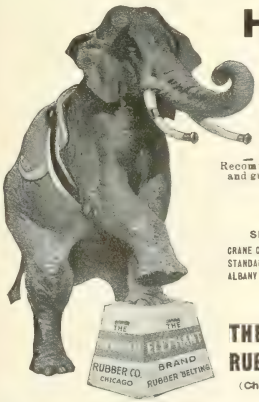
**AIR DRILL AND AIR TOOL HOSE**

**STEAM WATER SUCTION**

**EXTRA QUALITY**

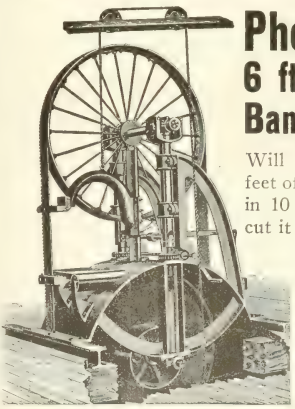
Recommended for hard service and guaranteed to do the work

SELLING AGENTS
CRANE COMPANY - - ALL BRANCHES
STANDARD EQUIPMENT CO., MOBILE, ALA
ALBANY MILL SUPPLY CO., ALBANY, GA.




**THE MECHANICAL RUBBER COMPANY**
(Chicago Rubber Works)

**307 W. Randolph Street, CHICAGO**
ESTABLISHED 1882



# Phoenix 6 ft. Pony Band Mill

Will cut 30,000 feet of 1" lumber in 10 hours and cut it good.

**Nearly 200 of these mills sawing wood in the U. S. A.**

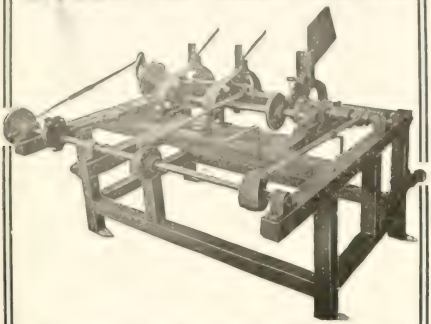
PRETTY GOOD RECOMMENDATION, ISN'T IT?

**MODERATE PRICE**

**PHOENIX MFG. CO.**
EAU CLAIRE WISCONSIN

# Broom Handle

CHUCKING AND BORING MACHINE

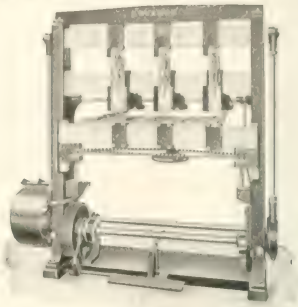


It rounds end of handle and bores small hole in other end automatically at same time. Capacity, 45,000 handles in ten hours. All the operator has to do is to keep the handles fed to the machine. Used by the largest producers. Write for details and prices.

**CADILLAC MACHINE CO.**

Makers of Handle Makers Tools. CADILLAC, MICHIGAN

# Wire Stitching Machinery



FOR

Crates, Veneer and Resawed Lumber Boxes, Also Wire and Metal Bound Boxes,

FRUIT PACKAGES, BASKETS, FIBER SHIPPING CASES, PAPER BOXES AND SPECIAL PURPOSES

ASK FOR CATALOGUE

Manufactured by

**SARANAC MACHINE COMPANY**

BENTON HARBOR, MICH., U. S. A.

# The Clyde System in Logging

aims to cut out as much dead time (time used in moving and getting ready to work) as possible and have the machines put in practically the full day skidding & loading logs

We will gladly show you how it works out

"Clyde" Self-Propelling Skidder.

"McGiffert" Self-Propelling Log-Loader.

# CLYDE IRON WORKS

Manufacturers of Machines for EVERY Logging Operation

DULUTH, U. S. A.

*"Great Port of the Northwest"*

CLYDE CLYDE

# MICHIGAN

FAMOUS FOR HARD MAPLE AND GREY ELM

# "Ideal" Steel Burnished Rock Maple Flooring

is the flooring that is manufactured expressly to supply the demand for the best. It is made by modern machinery from carefully-selected stock and every precaution is taken throughout our entire system to make it fulfill in every particular its name—"IDEAL."

ROUGH OR FINISHED LUMBER—ALL KINDS

*Send Us Your Inquiries*

**I. Stephenson Co., Trustees - WELLS, MICHIGAN**

## EAST JORDAN LUMBER CO.

EAST JORDAN, MICHIGAN

***We offer the following Dry Stock:***

4 cars 1x7" and up No. 1 Common and Better Maple.
1 car 8/4 No. 1 Common and Better Maple.
10 cars 4/4 Full log run Beech.
5 cars 5/8 Full log run Beech.
5 cars 4/4 End dried White Maple.
1 car 4/4 No. 2 Common and Better Soft Maple.

WINTER CUT PROMPT SHIPMENT BAND SAWN

## "Chief Brand" Maple and Beech Flooring

in 3/4, 5/8 and 13-16 and 1 1-16 inch Maple in all standard widths and grades, will commend itself to you and your trade on its merits alone

WRITE US, WE CAN INTEREST YOU

**Kerry & Hanson Flooring Co.**

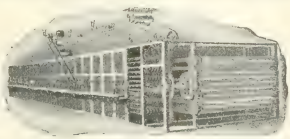
GRAYLING, MICHIGAN

## PROCTOR VENEER DRYER FIREPROOF

—AN—

UNPARALLELED SUCCESS

No Splitting Nor Checking
No Clogging Nor Adjusting



Recommended by all those who have tried it

THE PHILADELPHIA TEXTILE MACHINERY COMPANY

DEPT. L, HANCOCK & SOMERSET STS. PHILADELPHIA, PA.

S. L. EASTMAN FLOORING CO.

SAGINAW BRAND

**MAPLE FLOORING**

SAGINAW, MICH.

## HARDWOOD RECORD'S

strongest circulation is in the region where things are made of wood—WISCONSIN, MICHIGAN, ILLINOIS, INDIANA, OHIO, PENNSYLVANIA, NEW YORK and the East.

IT'S the BEST SALES MEDIUM for HARDWOOD LUMBER

## Lumber Dried As Never Before

SEE THE DIFFERENCE

GRAND RAPIDS DRY KILN

GRAND RAPIDS VENEER WKS., SOLE MFRS., MICHIGAN

## SECURE BETTER PRICES

AT LESS SELLING COST BY REACHING MORE CUSTOMERS. HARDWOOD RECORD PUTS YOU BEFORE THEM ALL TWICE A MONTH. ASK US ABOUT IT.

# VENEERS AND PANELS


## Ahnapee Veneer & Seating Co.

HOME OFFICE, FACTORY AND VENEER MILL, ALGOMA, WIS.
VENEER AND SAWMILL, BIRCHWOOD, WIS.

We manufacture at our Birchwood plant single ply veneers of all native northern woods and deliver stock that is in shape to glue.

From our Algoma factory, where we have specialized for twenty years, we produce panels of all sizes, flat or bent to shape, in all woods, notably in Mahogany and Quarter-Sawed Oak.

We make no two-ply stock, and do not employ sliced cut quartered oak. Our quartered oak panels are all from sawed veneer.

Every pound of glue we use is guaranteed hide stock. We do not use retainers. Our gluing forms are put under powerful screws and left until the glue has thoroughly set.

If you seek a guaranteed product that is the best, based on results accomplished by most painstaking attention and study of every detail, combined with the use of the best stock and an up-to-date equipment, our product will appeal to you.

If you are a "price buyer" we probably cannot interest you.

## Custom Mill Work, Storage, Inspection

ON

### Foreign Fancy Woods, Mahogany, Cedar, Circassian

We receive the logs, store or warehouse them, manufacture them into lumber, cut or saw veneers, pile and store the product, and ship via any railroad. Also furnish inspection returns on logs or lumber. Can furnish accommodations and economies which it is impossible to secure elsewhere. We always have on our yards parcels of plain and figured African, Mexican and Cuban Mahogany, Circassian Walnut and Cedar logs, placed here for sale by direct foreign shippers, from which advantageous purchases can be made.

Astoria Veneer Mills & Dock Co. Long Island City, New York

## *Veneers and Panels with a Reputation*

WE manufacture Veneers in all the native woods and for all purposes. Also Built-up Panels in native and foreign woods—three and five-ply—and have established a reputation for furnishing high-grade material. Send us your inquiries and orders and become one of our satisfied customers.

*Underwood Veneer Co.* *Wausau, Wis.*

## B. C. JARRELL & CO.

MANUFACTURERS OF

**High Grade, Rotary-Cut Gum**

## VENEERS

**Cut right; dried right; prices right**

HUMBOLDT, - TENNESSEE

## HB OAK VENEERS HB

in

**Sliced and Sawed Quartered and Plain White and Red Oak**

*Walnut Cherry Ash Maple*

Also Band Sawn Lumber in These Woods

**Hoffman Brothers Company**

FORT WAYNE, IND.

Established 1867 Incorporated 1904

# Long-Knight Lumber Co.

**Indianapolis**
**Indiana**

## Hardwood Lumber...

**Mahogany and Circassian Veneers**

# BABCOCK Lumber Co.

*Manufacturers and Distributors of*

## WEST VIRGINIA and TENNESSEE HARDWOODS

**Pittsburgh, Pa.**

# J. V. Stimson Interests

We cut Forty Million feet of Hardwoods annually from our own timber and at our own mills.

Our associated concerns are:

J. V. Stimson, Huntingburg, Ind.

J. V. Stimson & Co., Owensboro, Ky.

J. V. Stimson Hardwood Co., Memphis, Tenn.

Stimson Veneer & Lumber Company, Memphis, Tenn.

In addition to our lumber cut we produce a complete line of ROTARY CUT DOMESTIC VENEERS manufactured with the very latest veneer machinery, and dried with the very latest veneer drying facilities.

Can begin loading special stock 24 hours after receiving order.

BAND SAWED LUMBER from 3/8" to 4" thick.

The following is a list of dry stock in shipping condition now in our Memphis yard.

### QUARTERED WHITE OAK LUMBER

35,000 ft. 3/8" 1s & 2s
32,000 ft. 1/2" 1s & 2s
80,000 ft. 5/8" 1s & 2s
41,050 ft. 3/4" 1s & 2s
90,000 ft. 4/4 1s & 2s
8,000 ft. 8/4" 1s & 2s
29,000 ft. 3/8" No. 1 Common
31,000 ft. 1/2" No. 1 Common
42,220 ft. 5/8" No. 1 Common
42,700 ft. 3/4" No. 1 Common
110,510 ft. 4/4" No. 1 Common
16,000 ft. 6/4" No. 1 Common
79,000 ft. 8/4" No. 1 Common

### PLAIN WHITE OAK LUMBER

37,000 ft. 3/8" 1s & 2s
26,000 ft. 1/2" 1s & 2s
70,180 ft. 3/4" 1s & 2s
69,570 ft. 4/4" 1s & 2s
21,000 ft. 3/8" No. 1 Common
33,000 ft. 1/2" No. 1 Common
6,160 ft. 3/4" No. 1 Common
150,000 ft. 4/4" No. 1 Common
8,600 ft. 8/4" No. 1 Common

### QUARTERED RED OAK LUMBER

42,180 ft. 4/4" 1s & 2s
14,000 ft. 8/4" 1s & 2s
12,130 ft. 4/4" No. 1 Common

### PLAIN RED OAK LUMBER

42,000 ft. 3/8" 1s & 2s
38,000 ft. 1/2" 1s & 2s
22,000 ft. 5/8" 1s & 2s
66,870 ft. 3/4" 1s & 2s
29,000 ft. 4/4" 1s & 2s
90,000 ft. 5/4" 1s & 2s
78,000 ft. 6/4" 1s & 2s
15,000 ft. 3/8" No. 1 Common
22,000 ft. 1/2" No. 1 Common
70,748 ft. 3/4" No. 1 Common
108,810 ft. 4/4" No. 1 Common
40,000 ft. 5/4" No. 1 Common
35,175 ft. 6/4" No. 1 Common
41,000 ft. 3/4" Coffin Boards, 12-16", 17" and up
54,000 ft. 5/4" Step Plank, 11" and up wide
60,000 ft. 6/4" Step Plank, 11" and up wide

### QUARTERED WHITE OAK STRIPS

40,000 ft. 4/4" by 4 to 4½ wide clear

### PLAIN RED GUM LUMBER

75,000 ft. 4/4" 1s & 2s
84,000 ft. 4/4" No. 1 Common

### QUARTERED RED GUM LUMBER

36,000 ft. 4/4" 1s & 2s
80,000 ft. 4/4" No. 1 Common
30,000 ft. 6/4" 1s & 2s
20,000 ft. 6/4" No. 1 Common

### SAP GUM LUMBER

65,000 ft. 4/4" 1s & 2s
36,000 ft. 4/4" Boxboards
70,000 ft. 4/4" No. 1 Common
10,000 ft. 4/4" Panels

### NO. 2 COMMON LUMBER

11,830 ft. 4/4" Pl. White Oak
73,850 ft. 4/4" Pl. Red Oak

### 4/4" NO. 3 COMMON PLAIN RED AND WHITE OAK

94,360 ft. 4/4" No. 3 Com. Oak
2,020 ft. 5/4" No. 3 Com. Oak
16,880 ft. 4/4" No. 3 Com. Ash

### BRIDGE OR CROSSING PLANK

34,310 ft. 8/4" Oak Plank
9,960 ft. 8/4" Ash Plank
75,360 ft. 12/4" Oak Plank

In inquiring for Veneers address our Memphis Dept.

(HARDWOOD AND UNIVERSAL CODES)

# BUFFALO

## The Foremost Hardwood Market of the East

**ANTHONY MILLER**
**HARDWOODS OF ALL KINDS**
**893 EAGLE STREET**

Standard Hardwood Lumber Co.
**OAK, ASH and CHESTNUT**
*1075 Clinton Street*

G. ELIAS & BRO.
**HARDWOODS**
White Pine, Yellow Pine, Spruce, Hemlock, Fir, Lumber, Timber, Millwork, Boxes, Maple and Oak Flooring
955-1015 ELK STREET

BUFFALO HARDWOOD LUMBER CO.
We want to buy for cash
OAK, ASH AND OTHER HARDWOODS
All grades and thicknesses.
Will receive and inspect stock at shipping point.
Branch yard, Memphis, Tenn.
940 Seneca Street, BUFFALO

**Hugh McLean Lumber Co.**
OUR SPECIALTY:
*QUARTERED WHITE OAK*
940 ELK STREET

T. SULLIVAN & CO.
SPECIALTIES:
***Gray Elm, Brown Ash***
Pacific Coast Fir and Spruce
2 ARTHUR STREET

YEAGER LUMBER COMPANY, Inc.
SPECIALTIES:
**Oak, Ash and Poplar**
932 ELK STREET

The above firms carry large and well assorted stocks of all kinds and grades of Hardwoods, and have every facility for filling and shipping orders promptly. They will be pleased to have your inquiries.

# A Fine Opportunity to Dispose of Narrow, Short and Low Grade Oak

To the oak lumber manufacturer who accumulates considerable oak lumber that can not be sold unless they put a price on it that is so low that there's no money in it, there is now offered a fine opportunity to dispose of this lumber by making it up into oak flooring squares like the illustration.

These squares are jointed together without glue on the

## Linderman Automatic Jointer Gluer, Clamper and Sizer

squared to the exact width. A straight tongue and groove is then cut on the two sides and ends.

The demand for these flooring squares is greatly in excess of the present output. Still there are several Southern manufacturers making these flooring squares.

One New York firm wants a good many car loads of the Linderman Flooring Squares. The prices it offers will net you, delivered New York City, practically as much as you are getting from the better grade of oak lumber.

Write today for further information and we will give you the details of the market, manufacturing costs, etc. You're not obligated in any way in asking for particulars, yet it might be of value and worth your consideration.

## Linderman Machine Company

MUSKEGON, MICHIGAN

**New York City** **Woodstock, Ont.** **Knoxville, Tenn.**

Manufacturers
Gum
Oak
Cypress

# General Lumber Company

Cottonwood
Maple
Elm

Memphis, Tenn.

## Little River Lumber Company

**TOWNSEND, TENN.**

WE continue cutting Hardwoods and Hemlock out of big, smooth, clean, prime logs, and we give special attention to the making of stock that is hard to make and is required in heavy thicknesses and special widths and lengths. We are in shape now to cut Poplar, in any widths or thicknesses desired. Also are getting into the mill a fine lot of Chestnut logs that can be cut to order. A little later on will be glad to talk Southern Mountain Maple with you—IT IS SURE FINE. Also Hemlock in all widths and all grades.

**We Continue to Solicit the Business of**

**Discriminating Buyers of High Grade Smoky Mountain Hardwoods and Hemlock**

**We Have On Hand At Our Burnside, Ky., Plant For Immediate Shipment**

ABOUT

3,400,000 FT. ROTARY CUT YELLOW POPLAR
800,000 FT. ROTARY CUT YELLOW PINE
800,000 FT. ROTARY CUT RED & WHITE OAK

Also a Large Stock of Rotary Cut Ash, Chestnut and Walnut—Standard Thicknesses and Sizes—Bargains in Odd Lots

WRITE US FOR FULL INFORMATION AND PRICES

## CHICAGO VENEER CO. Inc. DANVILLE, KY.

# YELLOW POPLAR

MANUFACTURERS OF BAND SAWED
POPLAR
QUARTERED OAK
PLAIN OAK
CHESTNUT
BASSWOOD

White Oak Flooring

SPECIALTY
QUARTER SAWED
WHITE OAK

Coal Grove, Ohio, U. S. A.

# LUMBER CO

THE NEW PATRIOTISM

# Hardwood Record

Nineteenth Year, Semi-Monthly.

CHICAGO, JULY 10, 1914

Subscription $2. Single Copies, 10 Cents.

We are prepared to ship promptly on receipt of order

**Hardwoods of All Kinds**

from our Philadelphia Yard or direct from our Mills.

**Specialties**

- 7 in. x 24 in. No. 1 Heart Split Cypress Shingles.
- 5-8 Soft Yellow Tennessee Panel Poplar 18 in. and over.

**J. Gibson McIlvain & Co.**
1420 Chestnut Street, Philadelphia, Pa.

**Memphis Band Mill Co.**
Manufacturers
**HIGH GRADE LUMBER**

QUARTERED WHITE OAK
PLAIN WHITE OAK
QUARTERED RED OAK
PLAIN RED OAK
RED GUM SAP GUM
COTTONWOOD
ALL BAND SAWN

Memphis Tennessee

**CARTIER-HOLLAND LUMBER COMPANY**

SPECIAL LIST STOCK FOR FURNITURE TRADE

Winter Cut White
Hand Made
120,000 ft. 6/4 Log Run Beech

CRATING

175,000 ft. 1x6 and wider White Pine Crating
300,000 ft. 1x4 No. 4 White Pine Crating

REMEMBER

MICHIGAN TRUST BUILDING
Grand Rapids, Michigan
MILL—Ludington, Michigan

# MICHIGAN

FAMOUS FOR HARD MAPLE AND GREY ELM


**Michigan Hardwoods, Our Own Manufacture**

**Sales Department**

## COBBS & MITCHELL, Inc.

CADILLAC, MICH. JULY 2, 1914

Dry Stock List

| | |
|---|---|
| 4/4 Ash No. 3 Common | 34 M |
| 1x6 Basswood 1s and 2s | 45 M |
| 4/4 Basswood 1s and 2s | 200 M |
| 4/4 Basswood No. 1 Common | 200 M |
| 4/4 Basswood No. 2 Common | 200 M |
| 4/4 Basswood No. 3 Common | 150 M |
| 1x3 and 4 Basswood No. 3 Common | 8 M |
| 1x5 Basswood No. 3 Common | 7 M |
| 1x6 Basswood No. 3 Common | 60 M |
| 1x7 and up Basswood No. 3 Common | 20 M |
| 4/4 Red Curly Birch 1s and 2s | ½ M |
| 4/4 Cadillac Gray Elm 1s and 2s | 100 M |
| 1x14 and up Cadillac Gray Elm 1s and 2s | 7 M |
| 4/4 Cadillac Gray Elm No. 1 Common | 100 M |
| 4/4 Cadillac Gray Elm No. 2 Common | 200 M |
| 6/4 Cadillac Gray Elm 1s and 2s | 50 M |
| 8/4 Cadillac Gray Elm 1s and 2s | 20 M |
| 8/4 Cadillac Gray Elm No. 1 and 2 Common | 17 M |
| 4/4 White Maple End Dried (Clear) | 6 M |
| 5/4 Maple Step 1s and 2s | 23 M |
| 4/4 Maple No. 3 Common | 60 M |
| 4/4 Elm, Basswood and Oak No. 4 Common | 83 M |
| 4/4 Red Oak No. 3 Common | 14 M |

*"It is not what lumber costs you, so much as what you can get out of it, that decides its value for your work."*



**MITCHELL BROTHERS CO.**

DRY STOCK LIST

## MICHIGAN HARDWOODS

CADILLAC, MICH. July 1, 1914.

| | |
|---|---|
| 1x5 Basswood, No. 1 Common | 8 M |
| 1x6 Basswood, No. 1 Common | 19 M |
| 1x7 & up Basswood, No. 1 Common | 16 M |
| 4/4 Birch, No. 3 Common | 9 M |
| 4/4 Cadillac Gray Elm, 1's & 2's | 100 M |
| 4/4 Cadillac Gray Elm, No. 1 Com. | 100 M |
| 5/4 Cadillac Gray Elm, 1's & 2's | 18 M |
| 12/4 Cadillac Gray Elm, 1's & 2's | 5 M |
| 4/4 Soft Maple, No. 3 Common | 30 M |
| 6/4 Hard Maple, No. 1 Com. & Btr. | 3 M |
| 4/4 White Maple, End Dried (Clear) | 10 M |
| 4/4 Birdseye Maple 1's & 2's, End Dried | 1 M |
| 4/4 Basswood & Elm, No. 4 | 20 M |
| 4/4 Maple & Beech, No. 3 Common | 200 M |
| 4/4 Tamarack, Merchantable | 10 M |

**CADILLAC QUALITY**

When you want lumber of Cadillac Quality, lumber which has been manufactured and seasoned properly, and grades which have not been blended to meet price competition — send us your inquiries.

**WE SELL ONLY MITCHELLS-MAKE**



## W. D. YOUNG & CO.

MANUFACTURERS

**FINEST MAPLE FLOORING**

KILN DRIED, HOLLOW BACKED
MATCHED OR JOINTED
POLISHED AND BUNDLED

**Hard Maple, Beech and Birch Lumber**

1 TO 6 INCHES THICK WRITE FOR PRICES

**BAY CITY, :: :: MICHIGAN**



THE

## Kneeland-Bigelow Company

**Hardwood Manufacturers**

150,000 ft. 6/4 No. 2 Common & Better Beech
12,000 ft. 10/4 No. 1 Common & Better Basswood
50,000 ft. 6/4 No. 3 Common Elm

All of the above stock is nicely manufactured, being band sawed, trimmed, and well seasoned. We are prepared to quote attractive prices for this material for immediate shipment.

**BAY CITY, MICH.**

## A floor to adore

For thirty-three years Wilce's Hardwood Flooring has been among the foremost on the market and because it stands today "unequaled" is the [illegible] kept pace with progress, and the advanced demand of the times. To convince yourself of the [illegible] by our process of surface flooring. Tongued and grooved, hollow backed, with [illegible] and floors for blind nailing—you'll find it requires little expense of laying and polishing.

*Our Booklet tells all about Hardwood Flooring and how to care for it—also prices—and is free.*

**The T. Wilce Company**

**22nd and Throop Sts. CHICAGO, ILL.**

**Clarence Boyle, Inc.,** 312 Portland Block Chicago

WHOLESALE LUMBER

*Always in the market for OAK, GUM and POPLAR*

**89%** of HARDWOOD RECORD subscribers are owners of steam plants. Eighty-nine per cent are, therefore, buyers of wood-working machinery. There is little percentage of waste circulation in HARDWOOD RECORD for machinery advertisers.

## FLANNER-STEGER LAND & LUMBER CO.

WANTED—TO MOVE QUICK
- 2 CARS 5/4 x 12" & WIDER 1st & 2nd BASSWOOD
- 4 CARS 3" ROCK ELM BRIDGE PLANK
- 800,000 FEET NO. 3 HEMLOCK
- 100,000 FEET 4/4 BOX COMMON BIRCH

*SEND US YOUR INQUIRIES*

MILLS: BLACKWELL, WISCONSIN

GENERAL SALES OFFICE 1704 STEGER BLDG., CHICAGO, ILL.

If you want to reach the wholesale consumers of hardwood lumber throughout the United States, a HARDWOOD RECORD advertisement will do it for you.

If you want to reach the hardwood manufacturers of the United States, a HARDWOOD RECORD advertisement will do it for you.

The HARDWOOD RECORD represents high-class, special, class circulation, with a minimum of waste circulation.

Ask any HARDWOOD RECORD advertiser for experience on results.

# CHICAGO

THE GREATEST HARDWOOD MARKET IN THE WORLD

## VENEER

FOREIGN:

MAHOGANY, Mexican, Honduras, East India, Cuban, and African.

ENGLISH BROWN OAK

CIRCASSIAN WALNUT

STILE, RAIL and PANEL FACES in all thicknesses.

DOMESTIC:

OAK, plain and quartered, rotary cut, red and white.

GUM, figured and plain.

MAPLE, bird's-eye and plain.

POPLAR, BIRCH, ELM, BASSWOOD, YEL. PINE

For faces, centers, backs, cross-banding and bottoms.

## LUMBER

MAHOGANY,
CIRCASSIAN WALNUT,
AM. (Black) WALNUT,
RED CEDAR.

**PANELS**

1/4", 5/16", 3/8", 3-ply and 5-ply STANDARD SIZES

**HUDDLESTON-MARSH LUMBER COMPANY, 2252 Lumber St., CHICAGO, ILL.**

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**J. RAYNER**

**VENEERED PANELS**

ALL WOODS

SEND FOR STOCK LIST

**MAHOGANY LUMBER**

CARROLL AVE. AND SHELDON ST.
CHICAGO

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CIRCASSIAN
AMERICAN **WALNUT**

**R. S. BACON VENEER CO.**

**Veneer Mill and Warehouse**

213 N. Ann St. : : : CHICAGO

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# MAHOGANY

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## WE HAVE IT

DOOR STOCK, CUT TO SIZE OR IN SHEETS.
POPLAR, GUM, BIRCH, BEECH, ASH, OAK, ELM, MAPLE, BASSWOOD, PINE OR CYPRESS.
CROSSBANDING, FACES, BACKS, DRAWER BOTTOMS AND BACKING.
ROTARY CUT, PLAIN OR QUARTER SAWED HARD MAPLE PIN BLOCK STOCK.
QUARTERED OAK, ETC.

BY THE CARLOAD OR L. C. L.

MILLIONS OF FEET ON HAND AT ALL TIMES

WRITE US ABOUT IT

**J. J. NARTZIK, 1966 to 76 Maud Ave., Chicago, Ill.**

---

## CHOICE BIRCH AND MAPLE—10,500 ACRES

I offer the above tract of best quality and splendidly located timber in Ontario, ten miles from Sault Ste. Marie, Ontario, a town of 25,000 population. Will cut 90% birch and maple. Estimated by George F. Beardsley, cruiser of Grand Rapids, Mich. Location and mill site on deep water. Can ship either by water or rail. Lands in fee simple—no crown dues, no export restrictions. Close to American Soo. Easy logging. Reasonable price and terms.

**William H. Ranson,** Sault Ste Marie, **Mich.**

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# 89%

of **HARDWOOD RECORD** subscribers are owners of steam plants. Eighty-nine per cent are, therefore, buyers of wood-working machinery. There is little percentage of waste circulation in **HARDWOOD RECORD** for machinery advertisers.

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SAVE YOUR MONEY BY USING THE

## RED BOOK

Published Semi-annually in February and August

It contains a carefully prepared list of the buyers of lumber in car lots, both among the dealers and manufacturers. The book indicates their financial standing and manner of meeting obligations. Covers the **United States, Alberta, Manitoba and Saskatchewan.** The trade recognizes this book as the authority on the line it covers.

A well organized Collection Department is also operated and the same is open to you. **Write for terms.**

**Lumbermen's Credit Assn.,** Established 1878

608 So. Dearborn St. CHICAGO — *Mention This Paper* — 55 John St. NEW YORK CITY

# KNOXVILLE

Famous for Finest Type of Poplar, Oak and Chestnut.

## VESTAL LUMBER AND MANUFACTURING CO.

KNOXVILLE, TENNESSEE.

## QUARTERED WHITE OAK

OUR SPECIALTY

MANUFACTURERS OF

QUARTERED WHITE OAK, PLAIN OAK, POPLAR, WALNUT & TENNESSEE RED CEDAR LUMBER

BAND MILLS AT VESTAL, A SUBURB OF KNOXVILLE, SOUTHERN AND LOUISVILLE & NASHVILLE RAILROAD

H. S. MIZNER, Pres. — J. M. LOGAN, Gen'l Manager

C. C. CANNON, Vice-Pres. — C. B. SWANN, Sec'y and Treas.

## J. M. LOGAN LUMBER CO.

MANUFACTURERS AND WHOLESALERS

HARDWOODS AND PINE

POPLAR A SPECIALTY

Main Office and Yards: Knoxville

Branch Office and Yard:
Bank and McLean Ave., Cincinnati — I. M. ASHER, Mgr.

We Want Orders for the following Dry Stock:

WHITE OAK—Plain or Quartered.

RED OAK—Plain or Quartered.

CHESTNUT — BASSWOOD

POPLAR — WHITE PINE

Always carry large well assorted stock of all kinds of Hardwoods.

CAN SHIP ON SHORT NOTICE.

THE HARDWOOD RECORD is a different kind, and altogether better lumber newspaper than has hitherto been published. This is made possible by the loyal co-operation and support of the hardwood element of the lumber industry. If you are a subscriber you will agree.

## Sliced Quartered Oak

"THE VERY BEST"

FIGURED AND PLAIN

ASH, CHESTNUT, POPLAR, PINE
RED OAK, WH. OAK, WALNUT

**Knoxville Veneer Co.**

P. B. RAYMOND, General Manager, Knoxville, Tenn.

## What Veneer and Panel Consumers Will Use in 1914

This information is shown completely in our new correction pamphlet (off the press recently), which revises our veneer and panel consumers' requirements lists complete according to 1914 requirements.

The information contained is all first hand and guaranteed to be authentic. It gives all details that you want to know on which to base an intelligent quotation.

It would cost you thousands of dollars and years of work to compile the same information—we know because that is what it cost us. You can have it for 1% of its real cost.

As its best use is while it is fresh and it costs only two cents to write, drop us a line today and let us give you the details.

**HARDWOOD RECORD, CHICAGO, ILL.**

PROCTOR VENEER DRYER FIREPROOF
—AN—
UNPARALLELED SUCCESS

No Splitting Nor Checking
No Clogging Nor Adjusting

Recommended by all those who have tried it

THE PHILADELPHIA TEXTILE MACHINERY COMPANY
DEPT. L, HANCOCK & SOMERSET STS. PHILADELPHIA, PA.

LET us talk to you about the plain and quartered oak that made Indiana famous. It's the kind we make to-day.

Wood-Mosaic Co., New Albany, Ind.

**Hardwood Record's**

strongest circulation is in the region where things are made of wood—WISCONSIN, MICHIGAN, ILLINOIS, INDIANA, OHIO, PENNSYLVANIA, NEW YORK and the East. **It's the BEST sales medium for hardwood lumber.**

**Carolina Spruce Company**

OFFERS FOR SALE

Two cars 8/4 common and better Basswood
One car 4/4 1st and 2nd Basswood
Three cars 4/4 No. 2 common Basswood
Two cars 4/4 No. 3 common Basswood
Two cars 5/4 common and better Chestnut
Three cars 8/4 common and better Chestnut
Three cars 8/4 common and better Red Oak
Four cars 4/4 common and better Red Oak
Two cars 4/4 No. 2 common Red Oak

BAND SAWN STOCK

Mills: Pensacola, N. C. Capacity, 90,000 ft. per day
Charles K. Parry & Co. Sole Selling Agents Land Title Building Philadelphia

CINCINNATI
THE GATEWAY OF THE SOUTH

**ARE YOU WISE**

to the fact that we carry on hand at all times 25,000,000 feet of dry lumber: Poplar, Oak, both plain and quartered, Ash, Chestnut and Basswood, and that it comes from our own timber? Try a car of our plain or quartered oak. There is nothing like it for uniformity of color and texture.

**The Mowbray & Robinson Company**

MILLS:
Quicksand, Ky.
Viper, Ky.
West Irvine, Ky.

Main Office
CINCINNATI, OHIO

YARDS:
Cincinnati, O.
Detroit, Mich.
Rochester, N. Y.
Brooklyn, N. Y.

W. E. HEYSER, President WEAVER HASS, V. President
BENJAMIN BRAMLAGE, Sec'y & Treas.

**The W. E. Heyser Lumber Company**

MAIN OFFICE & YARDS
Winton Place
Cincinnati, Ohio

BRANCH YARDS AND MILLS
West Virginia, Mississippi, Arkansas & Kentucky

12,000,000 ft. High Grade West Virginia and Southern Hardwoods in stock at all times.

Shipments made direct from our own yards and mills in straight or mixed cars.

SEND US YOUR INQUIRIES

**RED GUM**

Write us when you want BONE DRY stock
High Grade Fine Widths Good Lengths

**BENNETT & WITTE**
224 West Fourth St. CINCINNATI, O.

## Penrod Walnut & Veneer Co.

**Mills, Kansas City and Helena, Ark.**

Address all inquiries to

**General Offices**

**KANSAS CITY, MO.**

**Kansas City Plant**

**Exclusively**

**WALNUT**

American and Circassian Figured and Plain VENEERS and LUMBER

**Helena, Ark., Plant**

**Exclusively**

**Rotary Cut Veneers**

Oak, Ash
Red Gum, Elm
Poplar
Cypress
Yellow Pine
DRY AND FLAT
LATHES UP TO 104″

## PENROD-JURDEN-McCOWEN LUMBER COMPANY

**Band Mills & Offices: Brasfield, Ark.**

Ready for immediate shipment

RED GUM

| QUARTERED | PLAIN |
|---|---|
| 2 cars 4/4″ 1s and 2s. | 3 cars 4/4″ 1s and 2s. |
| 1 car 5/4″ 1s and 2s. | 2 cars 5/4″ 1s and 2s. |
| 1 car 6/4″ 1s and 2s. | 1 car 6/4″ 1s and 2s. |
| 2 cars 8/4″ 1s and 2s. | 3 cars 8/4″ 1s and 2s. |
| | 1 car 10/4″ 1s and 2s. |
| 3 cars 4/4″ No. 1 Com. | 3 cars 4/4″ No. 1 Com. |
| 1 car 5/4″ No. 1 Com. | 2 cars 5/4″ No. 1 Com. |
| 1 car 6/4″ No. 1 Com. | 2 cars 6/4″ No. 1 Com. |
| 2 cars 8/4″ No. 1 Com. | 3 cars 8/4″ No. 1 Com. |
| | 2 cars 10/4″ No. 1 Com. |

## The Famous Cache River Red Gum

**Band Sawn—Dry—Flat**

Plain and Quarter Sawn Red and White Oak always in stock

GOOD GRADES "STEARNS QUALITY LUDINGTON" PROMPT SERVICE

## HARDWOOD SPECIALISTS

### Service First

20,000,000 feet of dry Hardwood for immediate shipment.

We've got what you want when you want it.

OUR SPECIALTIES

**Planing Mill Work**
**Dimension Stock**
**Kiln Drying**

### Our Special Offer

10M 1x6" FAS Basswood.
21M 1x6 to 8", 10" and 12 FAS Basswood.
15M 1x12" and wider FAS Basswood.
40M 1x5 x6" No. 1 Com. Basswood.
20M 1x7" and wider No. 1 Com. Basswood.
27M 1x8" and wider No. 1 Com. Basswood.
50M 1x6" and wider FAS Beech.
10M 1x6" and wider No. 1 Com. Beech.
45M 5-4 No. 1 Com. and btr. Beech.
55M 1x6" and wider No. 1 Com. Birch.
10M 8-4 No. 1 Com. and btr. Soft Gray Elm.
65M 12/4 No. 1 Com. and btr. Soft Gray Elm.
20M 16/4 No. 1 Com. and btr. Soft Gray Elm.

*Write for Bargain Prices*

The STEARNS SALT & LUMBER CO. LUDINGTON, MICH.

# NASHVILLE

## THE LOGICAL PLACE TO BUY HARDWOODS

THE following is a list of stocks offered to the consuming trade by the hardwood lumbermen of Nashville. The character of the timber from which Nashville hardwood men secure their stocks places them in a peculiarly strong position as far as quality of lumber is concerned. Nashville lumbermen have always been noted for their strict adherence to all terms of sale, and in short have an enviable reputation for making good both as to the quality of lumber and as to grading.

The members of the Nashville hardwood trade solicit your attention to these facts and an opportunity of demonstrating their truthfulness.

### MORFORD LUMBER CO.

42,000 ft. 4/4 1s & 2s Pl. Red Oak.
24,000 ft. 4/4 No. 1 Common Plain Red Oak.
12,000 ft. 5/4 1s & 2s Pl. Red Oak.
14,000 ft. 8/4 1s & 2s Pl. Red Oak.
64,000 ft. 4/4 1s & 2s Pl. Wh. Oak.
35,000 ft. 4/4 No. 1 Common Plain White Oak.
8,000 ft. 5/4 1s & 2s Pl. Wh. Oak.
4,000 ft. 5/4 No. 1 Common Plain White Oak.
15,000 ft. 4/4 1s and 2s Qtd. White Oak.
1 car of 10/4 and 12/4 No. 1 Common and Better Ash.
1 car of 5/4 No. 1 Common Poplar.
1 car of 4/4 11" and 12" Poplar Box Boards.

### BAKER, JACOBS & COMPANY

3,100 ft. 1" 1s and 2s Poplar, 24" and up.
9,500 ft. 1" 1s and 2s Poplar, 18" to 23".
15,000 ft. 1" 1s & 2s Poplar, regular.
12,000 ft. 1" Sap Poplar.
14,000 ft. 1" No. 1 Common Poplar.
16,000 ft. 5/4 No. 1 Com. Poplar.
40,000 ft. 6/4 No. 1 Com. Poplar.
16,000 ft. 8/4 1s and 2s Poplar.
60,000 ft. 1" 1s and 2s Qtd. White Oak.
20,000 ft. 1" 1s and 2s Plain White Oak.
2,400 ft. 1" 1s and 2s Qtd. White Oak, 14" and up.

### TENNESSEE OAK FLOORING CO.

FOR PROMPT SHIPMENT

5 cars 4/4 1sts and 2nds Plain White Oak.
5 cars 4/4 1sts and 2nds Plain Red Oak.
1 car 4/4 1sts and 2nds Quartered White Oak.
1 car 4/4 1sts and 2nds Red Gum.
3 cars 4/4 No. 1 Common Red Gum.
2 cars 4/4 13" to 17" Gum Box Boards.
4 cars 4/4 Log Run Tupelo Gum.
1 car 4/4 No. 2 Common Gum.

### THE DAVIDSON, HICKS & GREENE COMPANY

40,000 ft. 4/4 1s and 2s Plain White Oak
20,000 ft. 5/4 1s and 2s Plain Red Oak
15,000 ft. 5/4 No. 1 Plain Red Oak
50,000 ft. 4/4 1s and 2s Chestnut
25,000 ft. 6/4 1s and 2s Chestnut
30,000 ft. 4/4 No. 1 Common Chestnut
40,000 ft. 5/4 No. 1 Common Chestnut
12,000 ft. 8/4 No. 1 Common Chestnut
15,000 ft. 5/8 1s and 2s Poplar, 7" and up
30,000 ft. 4/4 1s and 2s Poplar, 7" and up
15,000 ft. 5/4 1s and 2s Poplar, 7" and up
20,000 ft. 6/4 1s and 2s Poplar, 7" and up
12,000 ft. 5/4 Sap Poplar, 5" and up
13,000 ft. 6/4 Sap Poplar, 5" and up
40,000 ft. 5/4 No. 1 Common Poplar, 5" and up
30,000 ft. 6/4 No. 1 Common Poplar, 5" and up

### NASHVILLE HARDWOOD FLOORING CO.

*A few items we are very anxious to to move at very low prices.*

OAK FLOORING

60,000' 3/8"x1½" Clear Plain White
150,000' 3/8"x2" Clear Plain White
200,000' 13-16" x 2¼" Clear Plain White
40,000' 3/8"x1½" Clear Plain Red
200,000' 3/8"x2" Clear Plain Red
200,000' 13-16" x 2¼" Clear Plain Red
70,000' 13-16" x 2¼" Clear Qtd. White
15,000' ½"x2" Clear Qtd. Red
30,000' 5/8"x2¼" Clear Qtd. Red
20,000' 13-16" x 2¼" Sap Clear Qtd. White

### FARRIS HARDWOOD LUMBER CO.

1 car 5/4 No. 2 Common Quartered White Oak
1 car 6/4 No. 2 Common Quartered White Oak
1 car 4/4 1s and 2s Poplar
10 cars 4/4 No. 1 Common Poplar
1 car 4/4 Sap and Select Poplar
1 car 4/4 No. 1 Common and Better Quartered Sycamore
1 car 4/4 No. 1 Common and Better Plain Sycamore

### JOHN B. RANSOM & CO.

SPECIAL LOT OF STOCK

100 M' 4/4 1s and 2s Plain White Oak
150 M' 4/4 No. 1 Common Plain White Oak
50 M' 4/4 No. 2 Common Plain White Oak
100 M' 4/4 No. 1 Common Plain Red Oak
50 M' 4/4 No. 2 Common Plain Red Oak
50 M' 4/4 No. 1 Common Qtd. White Oak
20 M' 12/4 1s and 2s Qtd. White Oak
5 M' 12/4 No. 1 Common Qtd. White Oak

# THE SOUTH

PROMINENT SOUTHERN MANUFACTURERS

100M 4/4 1s & 2s Quartered White Oak
75M 4/4 No. 1 Com. Quartered White Oak
45M 4/4 No. 2 Com. Quartered White Oak
40M 8/4 1s & 2s Quartered White Oak
50M 4/4 1s & 2s Plain Red Oak
100M 4/4 No. 1 Common Plain Red Oak
25M 4/4 No. 2 Common Plain Red Oak
100M 4/4 No. 1 Common Plain White Oak
25M 4/4 No. 2 Common Plain White Oak
25M 4/4 1s & 2s Sap Gum
50M 4/4 No. 1 Common Sap Gum
50M 4/4 No. 2 Common Sap Gum

## Carnahan-Allport Lumber Company

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CARNAHAN LAND & LUMBER COMPANY

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Eureka Sawed Stock **Oak Flooring**

**Complete stock of 3/8" and 13/16" in all standard widths**

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*WE PRODUCE OUR OWN STOCKS*

**Our Specialties:**

**Cottonwood— Red and Sap Gum**

**Oak** Plain and Quartered Red and White

**Three Ply Red Gum Panels**

**A Few Items We Want To Move**

4 Cars 4/4" 1st and 2nds Red Gum
8 Cars 4/4" No. 1 Common Red Gum
5 Cars 6/4" 1st and 2nds Sap Gum
4 Cars 4/4" Select Yellow Cypress
5 Cars 4/4" No. 1 Shop Yellow Cypress
9 Cars 4/4" x 13" to 17" 1st and 2nds Cottonwood
8 Cars 4/4" x 6" to 12" 1st and 2nds Cottonwood
7 Cars 5/4" x 6" to 12" 1st and 2nds Cottonwood
11 Cars 4/4" x 13" to 17" Box Board Cottonwood
5 Cars 4/4" x 11" & 12" Box Board Cottonwood
4 Cars 4/4" x 9" to 12" Box Board Cottonwood
2 Cars 1/2" No. 1 Common Quartered White Oak
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7 Cars 4/4" 1st and 2nds Plain Red Oak

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**ANDERSON-TULLY COMPANY, Memphis, Tenn.**

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IF there is any doubt in your mind about the supply of Black Walnut, the Aristocrat of American Hardwoods, being sufficient, consult the latest Government figures on the subject, showing a production in 1912 of 43,083,000 feet of walnut lumber. This does not include log production, and demonstrates that the claims of walnut manufacturers of a production of easily Fifty Million Feet a Year are conservative.

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| 1st and 2nds | | No. 1 Common | |
|---|---|---|---|
| 44,000′ | 5/8″ | 38,000′ | 5/8″ |
| 62,000′ | 3/4″ | 77,000′ | 3/4″ |
| 85,000′ | 4/4″ | 174,000′ | 4/4″ |
| 36,000′ | 5/4″ | 38,000′ | 5/4″ |
| 24,000′ | 6/4″ | 29,000′ | 6/4″ |
| 22,000′ | 8/4″ | 12,000′ | 8/4″ |
| 8,000′ | 10/4″ | 10,000′ | 10/4″ |

**KRAETZER CURED LUMBER**

In stock ready for shipment, THREE MILLION FEET of Figured Walnut Butt Veneers and TWO MILLION FEET of Figured Walnut Long Veneers.

WE FURNISH PLAIN WALNUT VENEER ANY THICKNESS CUT TO SIZE

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**East St. Louis, Ill.**
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| | | | |
|---|---|---|---|
| 50,000′ | 3/8″ 1st and 2nds | 66,000′ | 5/4″ 1st and 2nds |
| 50,000′ | 3/8″ No. 1 Com. | 32,000′ | 5/4″ No. 1 Com. |
| 130,000′ | 1/2″ 1st and 2nds | 29,000′ | 6/4″1st and 2nds |
| 60,000′ | 1/2″ No. 1 Com. | 32,000′ | 6/4″ No. 1 Com. |
| 180,000′ | 5/8″ 1st and 2nds | 14,000′ | 8/4″ 1st and 2nds |
| 110,000′ | 5/8″ No. 1 Com. | 22,000′ | 8/4″ No. 1 Com. |
| 160,000′ | 3/4″ 1st and 2nds | 6,000′ | 10/4″ 1st and 2nds |
| 110,000′ | 3/4″ No. 1 Com. | 7,000′ | 10/4″ No. 1 Com. |
| 54,000′ | 4/4″ 1st and 2nds | 13,000′ | 12/4″ 1st and 2nds |
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**SANDERS & EGBERT COMPANY**
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Manufacturers
WALNUT LUMBER
and
SAWN WALNUT VENEERS

**GEO. W. HARTZELL**
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| 1ST AND 2NDS WALNUT | | | |
|---|---|---|---|
| 2,500′ | 5/8″ | 5,900′ | 6/4″ |
| 17,500′ | 3/4″ | 8,900′ | 8/4″ |
| 11,700′ | 4/4″ | 1,500′ | 10/4″ |
| 12,500′ | 5/4″ | 700′ | 12/4″ |
| 9,700′ | 6/4″ | 5/8″ Special Clear..48,000′ | |
| 16,200′ | 8/4″ | 3/4″ to 4″ thick, fine Figured Boards, | |
| 7,000′ | 10/4″ | Panels and Plank..15,000′ | |
| 9,500′ | 12/4″ | Special Heavy Plank, | |
| 2,300′ | 16/4″ | 4″ to 6″ thick.... 8,000′ | |
| | | 4/4″ Clear Face, 6″ and up wide.....10,000′ | |
| NO. 1 COMMON WALNUT | | All stock band sawn, equalized and dry. Prompt shipments. | |
| 5,000′ | 3/4″ | | |
| 23,500′ | 4/4″ | | |
| 6,700′ | 5/4″ | | |

**THEODORE FRANCKE ERBEN, G.m.b.R.**
**Cincinnati, Ohio**

| 1ST AND 2NDS WALNUT | | | |
|---|---|---|---|
| 30,000′ | 3/8″ | 20,000′ | 1/2″ |
| 100,000′ | 1/2″ | 80,000′ | 5/8″ |
| 150,000′ | 5/8″ | 50,000′ | 3/4″ |
| 119,000′ | 3/4″ | 10,000′ | 4/4″ |
| 75,000′ | 4/4″ | 24,000′ | 5/4″ |
| 60,000′ | 5/4″ | 29,000′ | 6/4″ |
| 32,000′ | 6/4″ | 50,000′ | 8/4″ |
| 33,000′ | 8/4″ | 1,000′ | 10/4″ & up |
| 16,000′ | 10/4″ & up | NO. 2 COMMON WALNUT | |
| NO. 1 COMMON WALNUT | | 15,000′ | 4/4″ |
| 14,000′ | 3/8″ | 24,000′ | 5 & 6/4″ |
| | | 4,000′ | 10/4″ & up |

Dry Stock, Ready for Shipment

**FRANK PURCELL**
**Kansas City, Missouri**

Prime
Walnut Logs
For Export

FIGURED WALNUT LOGS
FIGURED WALNUT BUTTS

**H. A. McCOWEN & CO.**
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| 1ST AND 2NDS BLACK WALNUT | | NO. 1 COMMON BLACK WALNUT | |
|---|---|---|---|
| 10,000′ | 1/2″ | 380,000′ | 4/4″ |
| 82,000′ | 5/8″ | 210,000′ | 5/4″ |
| 120,000′ | 3/4″ | 80,000′ | 6/4″ |
| 180,000′ | 4/4″ | 78,000′ | 8/4″ |
| 10,000′ | 5/4″ | NO. 2 COMMON BLACK WALNUT | |
| 72,000′ | 6/4″ | | |
| 53,000′ | 8/4″ | 520,000′ | 4/4″ |
| 11,000′ | 9/4″ | 120,000′ | 5/4″ |
| 14,000′ | 10/4″ | 60,000′ | 6/4″ |
| 16,000′ | 12/4″ | 84,000′ | 8/4″ |
| 7,000′ | 16/4″ | 8,000′ | 12/4″ |

**PICKREL WALNUT COMPANY**
**St. Louis, Missouri**
WALNUT

| 1st and 2nds | | | |
|---|---|---|---|
| 20,000′ | 5/8″ | 80,000′ | 4/4″ |
| 15,000′ | 3/4″ | 12,000′ | 5/4″ |
| 100,000′ | 4/4″ | 14,000′ | 6/4″ |
| 20,000′ | 5/4″ | 130,000′ | 8/4″ |
| 30,000′ | 6/4″ | 8,000′ | 10/4″ |
| 22,000′ | 8/4″ | 6,000′ | 12/4″ |
| 10,000′ | 10/4″ | | |
| 8,000′ | 12/4″ | No. 2 Common | |
| No. 1 Common | | 50,000′ | 4/4″ |
| | | 12,000′ | 5/4″ |
| 20,000′ | 5/8″ | 13,000′ | 6/4″ |
| 15,000′ | 3/4″ | 12,000′ | 8/4″ |

Figured Walnut Logs VENEERS Figured Walnut Butts
Plain Wood Cut to Order

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Stemmeien Lumber Company
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Edw. L. Davis Lumber Company
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Also Yellow Pine and Hardwoods

WE WANT HIGH CLASS WHITE PINE COMMISSION SALESMEN

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Mill at Stone Coal Junction, West Virginia

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OAK POPLAR CHESTNUT

All Kinds Band-Sawn Hardwoods

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Franklin Bank Bldg. Philadelphia, Pa.

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**WISTAR, UNDERHILL & NIXON**

REAL ESTATE TRUST BUILDING, PHILADELPHIA, PA.

**QUARTERED WHITE OAK**

NICE FLAKY STUFF

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*Hardwood Record :: :: :: Chicago*

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MASON BUILDING, BOSTON, MASS.

Specialist in Hardwoods

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¶ We own our own stumpage and operate our own mills.

¶ Correspondence solicited and inquiries promptly answered.

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**We Save You Money**



**If you use wide Poplar, write our nearest office for prices**

15 M 4/4 18 and up Panel Poplar

48 M 4/4 6 to 17 1st and 2nd Poplar
18 M 4/4 18 to 22 1st and 2nd Poplar
15 M 4/4 18 to 21 1st and 2nd Poplar
13 M 4/4 22 to 25 1st and 2nd Poplar
10 M 4/4 22 to 25 1st and 2nd Poplar
6 M 4/4 26 and up 1st and 2nd Poplar
5 M 4/4 26 and up 1st and 2nd Poplar
10 M 5/4 6 to 17 1st and 2nd Poplar
20 M 4/4 6 to 17 1st and 2nd Poplar
15 M 4/4 18 and up 1st and 2nd Poplar

Band sawed, good stock—thoroughly dry
—all standard grades. We have five million feet Poplar and Oak awaiting your inquiries

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Kiln-Dried
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HARDWOOD LUMBER — BOX SHOOKS — OAK FLOORING
CARRIER LUMBER & MFG. CO.
SARDIS MISS.
BENT WOODWORK — ROTARY CUT VENEER

Hollow Backed and Bundled


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SUBSCRIPTION TERMS: In the United States and its possessions, and Canada $2.00 the year. In foreign countries $3.00, extra postage.

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Entered as second class matter May 26, 1902, at the postoffice at Chicago, Ill., under act of March 3, 1879.



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## Foreign and Domestic Woods In Logs, Lumber and Veneers

11th Ave. and 25th Street
NEW YORK

910 So. Michigan Avenue
CHICAGO

# Hardwood Record

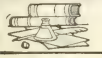
Published in the Interest of the American Hardwood Forests, the Products thereof, and Logging, Saw Mill and Wood-Working Machinery, on the 10th and 25th of each Month, by

THE HARDWOOD COMPANY

Edgar H. Defebaugh, President
Edwin W. Meeker, Managing Editor
Hu Maxwell, Technical Editor

Entire Seventh Floor Ellsworth Building
537 So. Dearborn Street, CHICAGO
Telephones: Harrison 8086-8087-8088

Vol. XXXVIII CHICAGO, JULY 10, 1914 No. 6

## Review and Outlook

### General Market Conditions

WHILE IT CANNOT BE SAID THAT OPTIMISM is rampant in the ranks of the lumber trade right now, the continued rumors of a slight looking up in inquiries and sales are too insistent to be overlooked. These rumors are too spotty to give the impression of a general uplift in the lumber situation, and are probably more truly an indication presaging favorable developments later than they are proof that business right now is actually improving noticeably.

The most encouraging thing which shows in reports from various parts of the country during the last couple of weeks has to do with the building records in a great many of the bigger cities. A satisfactory number of cities and large towns scattered mainly east of the Mississippi river have records for the month of June which not only compare favorably with the preceding month but show to distinct advantage as compared with June of a year ago, at which time building was fairly active. Even the city of Chicago, which has been very hard hit during the last six or eight months by unfavorable developments in its building trade, reports conditions in that line to be all that can be expected. In fact, reports for Chicago are well in advance of figures for June of 1913.

The importance of this condition is entirely apparent, but its effect upon the lumber business directly should not be looked forward to at too early a date. These figures merely cover permits for building which will be started in the two or three months following June and the active call for building materials, rough lumber and other articles will probably not result immediately. However, one direct result has been a more active inquiry on the part of the yard trade, which is making more definite efforts to get in touch with the situation, although it has not as yet shown a disposition to open up generously with orders.

Two other factors are showing up in relief against a more or less somber situation, one being the effect of the unusual crops on the lumber business directly, and the other the time-honored subject of the freight rate increase. Of these two the most tangible, as far as its effect upon lumber is concerned, is the former. In fact, the only consuming factories using hardwoods which are announcing themselves as busy are the wagon manufacturers, a great many of whom have within the last two or three weeks put on full shifts of men resuming full time operation. This is directly the result of the excellent crop reports and the necessity for additional means for moving grain and taking care of other farm work.

Too much stress is probably laid on the possible effect of the settlement of the rate controversy as a decision favorable to the railroads would probably not result in so active an opening of purchases as is generally anticipated. There is no question that the railroads are going to continue in business whether they get this increase or not, and there is equally little room for doubt that continuing in business they will within a reasonable time be purchasing large quantities of supplies of all kinds as they are practically down to nothing. As a matter of fact the retrenchment policy is probably not due so much to the rate controversy as it is to the generally unfavorable condition of shipments which have unquestionably fallen off tremendously in the last year or so.

Thus, while the commission's decision favorable to the railroads will, if it materializes, hasten the return of that important consuming element to the purchasing field, it is not the all-powerful factor which it is given credit for being. In fact, with such a favorable decision it is rather doubtful if the railroads will be actively purchasing until business conditions are in a more favorable light. Nevertheless HARDWOOD RECORD favors the granting of all privileges that can be granted with fairness to all parties concerned because of the favorable moral effect it will have on business, and the fact that it will put the railroads in a position where they will have to purchase in order to bear out the truth of their contentions.

There seems to be a prospect of a fairly early settlement of legislative questions at Washington along lines, which, if President Wilson's policy of conferring with business men means anything, will meet with at least the partial approval of the business interests. The present so-called psychological condition is the result so directly of the uncertainty of legislative development that the settlement of the big questions now before Congress, no matter how they are settled, if settlement is speedy, will go a long way toward nullifying this psychological influence.

Inasmuch as full developments in none of these big questions can be anticipated before the fall months, it is doubtful if the business situation will begin to resume the right proportions until that time. However, HARDWOOD RECORD reiterates its belief in a healthy development in industrial and commercial enterprises at that time, and believes that its assumption is based on logically favorable conditions.

None of the various reports on changes in movements of different kinds of hardwoods can be pronounced general. Among these developments have been more favorable calls for the better grades of gum. Some of the poplar producing sections seem to feel that better grades of poplar are getting back into more active request and are viewing this development quite hopefully. The increased lines of black walnut furniture shown at the expositions are sufficient proof of the development in demand for walnut.

## The Cover Picture

T[illegible] applied to a river. That meaning is in part retained where the term is applied to a body of water in the lower Mississippi valley; [illegible] itself. It is not necessarily stagnant or non-flowing water, but some [illegible]

In the flat country along the lower Mississippi river and in the immediate proximity of the Gulf of Mexico, many streams have little more currents than are seen in ponds and swales; but all are not of that kind.

The cover picture shows a bogue with enough current to contradict all idea of stagnation, but not enough to excite expectation that waterfalls and cataracts need be looked for in the vicinity. The stream is shallow, as the stranded log with its lone turtle hunter in midstream proves. The drift, pointing down stream, shows the trend of the current, but the sodded bank on one side, down to the very water's edge, and the forest growth, running down the bank to the water on the opposite shore, furnish sufficient evidence that the current is not strong, even in time of flood.

It was doubtless such a scene as this which inspired a well-known Louisiana song writer's ballad "Twilight on the Bogue," opening with the verses:

> [illegible]
> And the razor-back pine-hogs were thundering rogues.
>
> [illegible]
> Of mosquitoes (anopheles whetting their bills)
> Came up from the sultry miasmal dominions
> To spread the contagion of fevers and chills."

## The Death of F. A. Diggins

T[illegible] of one who has endeared himself to all of his many associates in hardwood and other affairs. In the death of this man the hardwood business and the other interests with which he was so actively connected have lost a man exemplifying the modern thought in business administration. Mr. Diggins, aside from being a sterling character in every way, was a natural exponent of the policy of absolute fairness, because he was not so constituted as to use any other methods in his business dealings. The idea which has clearly manifested itself in everything he did, that both sides shall profit by a transaction, is the spirit which actuates all business men of the modern order. That he embraced this policy from the beginning is but a proof of his broad-mindedness and his keen perception as well as of his natural spirit of fairness.

The memory of Fred Diggins will not only be a memory of a man among men, an appreciation of a character lovable in every one of its attributes, but a realization that the example he has set typifies the course which all business men must follow in order that the fullest social and economic development of our country may be realized. Had he been less fortunately endowed with qualities that inspire genuine affection, his unwavering integrity and his consistent espousal of the principles of fair dealing would alone have made of him a man whose existence as an important business factor was one of the richest assets of his business associates. As it was his lovable qualities but accentuated the esteem and regard with which his methods and his counsel were always considered. Hence the lumber trade can rightly consider itself fortunate that this man was blessed with this unusual combination of qualifications which made his influence for good doubly effective.

[illegible] learned to love, but in his memory it will gain an example, the value of which is hard to estimate.

## The Vacation Season

IT SEEMS BUT A FEW DAYS AGO when the convention of the National Hardwood Lumber Association was a matter to be looked forward to; now it is history and almost ancient history at that, and we have whirled along into the summer season almost without realizing that it is here.

With the realization comes the question as to what this season means, and what developments it will bring. The first thought is that as a psychological factor (that seemingly being the popular basis on which to reckon causes and effects these days), it is distinctly favorable, the reason being that business men have a reason to satisfy themselves as to the present laxity in business. The old-time "summer dullness" is going a long way these days toward preventing a great many optimists from flopping to the opposite viewpoint. They are unwilling to admit even to themselves that the unwelcome condition which now prevails is based on anything which can be considered as alarming, and console themselves and maintain their optimistic attitude with the expression that the summer inertia is in the main responsible.

Whether or not it is, remains to be seen, but in the meantime this old standby is unquestionably preserving a spirit of steadfast optimism and hope for the future which would not be so apparent if this business depression occurred in what would logically be a favorable season.

Another idea which suggests itself is that the natural tendency is to treat things lightly during the summer months; that season is necessarily a vacation period and even if the business man is not actually giving himself up to the pursuit of pleasure, he is generally more or less inclined to view things in a vacation spirit.

The result is that no important developments can be anticipated during the summer, which is a gratifying reflection, inasmuch as if business men generally will lay low during this period, it is entirely likely that when they are again in the mood to go after things actively, they will meet with an entirely different situation. On the other hand, if they were passing through a period during which they could logically expect active business, they would be much more inclined to push their sales with the resulting sacrifice and demoralization of the whole business structure. As it is, the summertime and the vacation period come in opportunely, tending to conservative action and a general tendency to await development rather than to force the issue.

The vacation season this year then can be welcomed as an indirect ally of business. It is to be hoped that when the home stretch, which will conclude the year's work, is finally reached conditions will have so altered as to make the breaking of track records a common occurrence.

## The Car Situation

HARDWOOD RECORD is in receipt of the following communication from a big hardwood manufacturer in the South:

> I predict the greatest car shortage in ten years.
>
> [illegible] west.
>
> [illegible] car shortage in the history of transportation. The Santa Fe Railroad [illegible] we anticipate the most serious car shortage that we have ever had to contend with. By anticipating your hardwood requirements as much in advance as possible, we are firmly of the opinion that you will be saved considerable annoyance and a great deal of money. We believe that by the end of July or the early part of August the situation will become [illegible] ability of the shippers to secure their ordinary freight car requirements.

The above quotation is a statement contained in all of the lumber letters being sent out by this company, and it unquestionably reflects the actual condition that is to be faced by shippers, particularly in the Southwest. Rumors of impending shortage

of freight cars have been insistent and continual for some little time, they being more emphatic since the government's advance reports on the general crop which is to be expected this summer. As a result shippers in all of the grain-producing sections or those sections which are contiguous to the crop states, are genuinely alarmed over the prospect for serious hampering of the movement of freight on account of the excessive number of cars that will be required to take care of the grain production.

On the other hand, the report of car shortage on July 1, shows that the greatest surplus in the last five years occurred on that date. The surplus on July 1 was 220,875 cars, as against 70,740 cars on June 30, 1913.

However, since June 15 of this year there has been a material reduction in the surplus, and a substantial increase in the shortage, which indicates that the grain movement is already beginning to have its effect. This effect is unquestionably going to be more apparent as the weeks go by from now until the time that this movement is well under way.

That it is going to result seriously there can be no doubt. HARDWOOD RECORD is of the opinion that the present unusual surplus of cars is going to be wiped out entirely by the demand from the grain-producing sections. HARDWOOD RECORD further believes that the very laxity of shipments in other lines will mean that the railroads will give even greater attention this year to the grain shipments than they would if they were deriving satisfactory revenues from their other operations, and as a result greater difficulty is to be expected than under more normal conditions.

The only logical deduction is that if orders for lumber are not placed in the near future, lumber will be a hard thing to secure promptly a month from now. This condition will be particularly aggravating because of the very condition of the market, which is based almost entirely on demands for immediate consumption, the majority of orders being for quick shipment. The very fact that but few consumers and lumber yards are equipped with any reasonable amount of stock, is simply a further argument in favor of their safeguarding their operations against the time when lumber shipments will be an uncertain proposition. When that time comes there will unquestionably be, as is suggested in the communication above, a material augmenting of values, as this is the only possible development of such a condition as threatens. The only conclusion is that it would be mighty good policy to buy lumber now to take care of requirements for the next three or four months.

## A Thought on Grading Rules

ONE OF THE OBVIOUSLY IGNORED POINTS which have come up in connection with the consumers' attempted discussion of the grading rules, has to do with the distinct classification of the different grades. Whether this point is designedly neglected or whether it has simply not occurred to the men behind the so-called consumers' declaration of independence, it is difficult to ascertain. It is a fact nevertheless that the various literature, both official and unofficial, and the verbal contentions of the men behind this movement have not contained a single suggestion that the obviously fair way of considering grading rules is that the specifications for a certain grade represent the poorest board which will go into that grade, whereas a car of lumber graded according to those specifications will very likely average at least half way between that and the next specifications for poorest board in the grade above. A prejudice has been created by the agitators of the question, who base their arguments on the assumption that the best board in a car conforms to the specifications for the poorest lumber that will go into that grade. Arguments against various grades have been worked out with this idea in mind specifically.

It seems to HARDWOOD RECORD that this is but a further indication of unfairness as, considering the average shipment of hardwood lumber, there is absolutely no room for doubt that a grade even approximating the poorest quality that could lawfully be put into it is practically an impossibility.

Just why the three or four men who have been most actively pushing this grading movement have weakened their cases by unfair methods, is hard to determine, unless it is that the agitator in any line recognizes that he can gain his point only through misrepresentation if he is attempting to overthrow any well-established institution. The very fact that any institution is generally accepted and recognized by any considerable body of individuals is sufficient proof that that institution is based on sound and fair principle. There can be but one true side to any case, and the agitators in this instance recognizing this fact seemingly have been forced to combat sound, fair principles with misrepresentations, which course is to be deeply regretted.

## Virginia Will Assist Nature

DR. ALDERMAN, dean of the University of Virginia, Charlottesville, is looking for a man to appoint as state forester of Virginia. The forestry law, recently placed on the statute books of that state, delegates the selection of a forester to the university authorities. The delay in the appointment is doubtless due to the careful efforts being made to find the best available man for the new office.

Virginia is late in coming to the assistance of nature in perpetuating the forests of that fertile state. Although nature has received little help from man in this work, she has done more to save the Virginians from the results of their own shortsightedness than for the people of any other state in this country. Forest after forest was cut down in early years; the ground was exhausted by excessive cultivation, and was then abandoned. Nature promptly replanted it with trees, thus restoring its fertility, and providing another crop of timber. Again the trees were cut, again corn and tobacco exhausted the soil, and again the areas were abandoned; but the hand of nature sowed tree seeds again, and produced another forest. In some areas this process has been repeated several times.

Nature will be left to take care of the woods no longer; the forestry department will assist in many ways.

## Lumber Is Hard Hit

IF THE FOREIGN TRADE of the United States during recent months may be accepted as a criterion of business, lumber has been hard hit. It has suffered far more than the average of all business, although the total of all exports and imports shows loss running far into the millions in the past ten months.

Records of the foreign commerce of the United States bear out this statement, and to demonstrate the truth of it, there is no necessity for overloading the argument with figures.

For the ten months ending with April, 1914, compared with the corresponding ten months ending with April, 1913, the foreign trade of this country lost $37,699,526. The foreign trade includes both exports and imports.

Imports gained the sum of $24,399,410, but exports fell off $62,098,936, leaving a balance against the United States exceeding thirty-seven million dollars. It has become necessary to ship gold to Europe to square that balance.

How has lumber fared in the trade loss? Poorly. There was decline in both imports and exports, but principally in exports. The falling off in imports of lumber was $92,820, and in exports $7,985,065 during the ten months' period under consideration. The total trade loss, therefore, was $8,077,865 in lumber.

The blow fell with extraordinary severity on lumber, when its ratio to the whole foreign trade is considered. A little less than four per cent of this country's entire foreign trade consists of wood products; that is, the whole trade for the ten months amounted to $3,618,210,839, and lumber amounted to $137,501,863. While lumber made up less than four per cent of the whole foreign trade, it bore twenty-two per cent of the whole loss. The figures for it are as follows: Whole foreign trade loss, $37,699,526; lumber's loss, $8,077,885.

That is more than five times the loss that lumber should bear, if the aggregate decline were apportioned equitably among the various lines of business which constitute this country's foreign trade; which demonstrates that lumber has been hit hard in recent months. There are, though, indications of a more favorable development in foreign demand

# The New Crisis and New Patriotism

Editor's Note

equal in import and portentous development any other through which the nation has passed. The appeal for patriotism is distinctively to and all those who have engaged in the commercial activities of life.

I suppose you as your schooling upon this occasion turned it beates a deep personal interest in your work. Civilization has progressed through the work of organization. Pioneers have penetrated into unexplored territories, but communities and nations have always been developed through the co-operative efforts of men. Back in the days of the caravan, organization began through a sense of safety. Because it was dangerous for one man with his goods loaded upon the camel's back to cross the desert, he went in company with others for protection. Then those who had assembled in groups discovered that a variety of articles carried for commerce enhanced the value of the caravan and so general trading began.

Materlinck indicates the force and power of organization in his book on the life of the bees by showing that bees working together can accomplish things that men have found it impossible to do. Alone, and a few bees from the hive, a bee falls upon insects and perishes. While the subject of this story doubtless never read Materlinck, he arrived at the same conclusion through actual experience.

Colored Eph and a friend were wandering through an orchard. Eph had a long whip of the blacksnake variety and amused himself now and then by flicking a honey bee from the petal of a flower with a cracker of his whip. His friend greatly admired this dexterity and finally inquired, "Eph. does yo 'spose yo can kill two or three honeybees right in succession wif the cracker ob dat whip?" "Sho," said he. And demonstrated it by taking three lightning-like shots at three different bees. Finally he struck at a honeybee and hit a hive. As the swarm of bees swept down the orchard after Eph. who was running for dear life, his friend yelled, "Hey, Eph, why don't yo all use that cracker?" "Cracker hell," said Eph, "dem bees is organized."

Doubtless we shall obtain a clearer view of what we have to discuss after taking a short survey of conditions with which most of us are familiar and make endeavor to arrive at the truth of things. We have been told during the last several months that lobbying at Washington is not to be permitted, and we are all glad to know that that is true. Whatever criticism may be made of the lobby, there was doubtless a good excuse for it because of the conditions that existed when it was born and during the time it developed. The lobby has been a means of abuse, but it is my opinion that most frequently was it used because business interests felt that they were not sufficiently powerful to secure representation in Congress through the votes of the people and obtain a fair representation for their business interests. Meantime, the lobby has been made a splendid excuse whenever it became necessary for a chief executive to effect control of Congress. Facing failure in such an endeavor, he could always refer to the menace of the insidious and powerful lobby, nullifying the will of the people through its subterranean work.

However, the lobby has gone forever, we are told, and more than ninety-nine per cent of the business men of America will be thankful if this is true. It seems somewhat singular, however, that during a recent vote upon a bill of intense interest to union labor and employers alike, the man who has been termed the arch lobbyist of America sat in the lower house and apparently defying the sentiment against the lobby, exercised an influence almost unparalleled in any influence exerted on legislation in modern history. Equal opportunity before the law is the basic principle of our government. If one class of in- are granted an opportunity to make [illegible] and give the same opportunity to other classes? The battle against the lobby has been one splendid result. The business men today are out in the open fighting shoulder to shoulder for what they demand and are giving a straightforward reason for the faith that is in them.

The tendency of the times is to array the mass of the people against business and that promises results that will visit a far greater burden upon the shoulders of the people than those who are responsible for the agitation can possibly imagine. The cry is "Business seeks to dominate and control." Why not? Without business civilization is impossible. Agriculture is the first industrial fact. You can live on the natural products of the earth, eking out a bare existence, but the first step for the comforts and conveniences of life is the beginning of business. Primeval man fashioned his rude instrument for digging out of the soil a means of sustenance whereby begins the great work of manufacturing.

Too long has the business man been looked upon as the average army officer looks upon the Missouri mule—a necessary adjunct to the quartermaster's department, but not very ornamental to society. We can all recall when the three leading citizens of a community were the doctor, the lawyer and the preacher. After extended experience people discovered that the doctor would charge a fee ranging between $5.00 and $5,000 to diagnose a case, trent for a disease or perform an operation. The lawyer never set a certain sum for his services, but generally took everything a man had. If, perchance, there were anything left the minister was more than willing to receive that. It was the business man who always passed across a dollar 's worth of value in goods and generally added one or two cents more in service.

Civilization is impossible without business and experience demonstrates this to be a fact. You might go into the heart of Africa and place there a university with an efficient president. Beside it put a fine cathedral with a great choir and magnetic orator in the pulpit and surround these with community houses and social settlements, but until your business man went into that territory and put a skirt on the savage woman and a pair of pants on the savage man, you would not have civilization. You cannot erect a building without business. The railroads surveyed and constructed through an unknown territory—blazing the way for future civilization is the product of business. It is the business man who stands behind the college, endowing it with gifts of money. It is the business man who stands behind the church, who sends the missionary to those who know not the way of civilization. It is the business man who pays the taxes that makes the community a comfortable place in which to live. It is the business man who keeps the railroads going by paying the freight. There is not one movement in philanthropy or education; not one in religion or politics; not an activity that makes for the wider liberty of the people or the comfort of humanity that is not the direct product of the business man 's effort.

Washington guided the rebelling colonies into the harbor of a compact nation, but could Washington have succeeded without Robert Morris? Stephen Girard, the business man, financed the nation in the war of 1812. It was Jay Cooke who financed the government in the Civil war and lent as much assistance as any other single factor to achieving the final result of that struggle.

Yet we are told that because a man toils only with his hands, he ought to command civilization and particularly government in its ramifications. Yet if a man came to you for employment, would it be your judgment that he ought to be paid more from the neck down

than from the neck up? Is it the biceps in his arms or the foresight and judgment of his mind that is of greater value to humanity? It was the statement of the president of a large Chicago dry goods establishment that if a man had perfect judgment, he would pay him $100,000 a year to sit by dis desk and give opinions. It mattered not whether he was legless, armless, blind and deaf. From the neck down a man is rated at the market value of labor, whether it be $1.00 or $3.00 a day. From the neck up he may earn from $5.00 to $5,000 a day. Business is conducted from the neck up.

All over this country today there is a sweep of opinion against business. It is more serious than merely an attack against business institutions. It is an attack upon property rights. Union Square in New York City is the most critical spot in America today, not because of any agitation that might be stirred up in New York City; London and Paris have had agitations for 2,000 years or more, and notwithstanding them, those cities have grown and prospered; but because of the fact that it gives the soap-box orator in every town and hamlet an opportunity to stand up and talk on "property rights," to cry out the doctrines of the unsuccessful and the failures in life; to try to make the spavined mule on the race track the absolute equal of the pedigreed and thoroughbred trotter by law; to try to make the peacock, with its raucous cry in the morning, the equal of the nightingale in singing by legislation; to attempt to cram Pierpont Morgan into a position at $65.00 a month, held by an accounting clerk, and to try to take the man who is suffering from arrested development the equal of the creator of millions by law. You might as well try to guide the planets in their course; you might as well try to change the course of the earth while whirling on its orbit round the sun, by the mandate of man, as to attempt to have a perfect division of property and equal earning capacity divide up. Today, and tomorrow, some will have the walk of fortune, and others will be sleeping under the bridge and on the curb. It is the destiny of mankind and you can't have anything else.

Recently I was in Aberdeen, S. D. A man was talking with vigor, making more noise than I am making now, and in the course of his talk said: "There are 288,000 automobiles manufactured in this country every year. We all agree that a man is entitled to the product of his own labor. How many workingmen own automobiles?" Nobody asked him how many workingmen it took to make an automobile. Nobody suggested that possibly if a man were entitled to the product of his own labor, a workingman might possibly have a sprocket, another a spoke out of a wheel, and perhaps if fifty or one hundred chipped in they might own a Ford car. (Laughter.) The unfortunate fact about the situation is that a process of education is going on amongst the people of this country that is one-sided. This year we shall reach the high tide of the history of our country in immigration. More people will come from foreign countries, where they have been trained to different ideas and different thoughts, this year than in any other year of the history of this nation. I am the son of a foreigner, an immigrant, and I do not decry immigration; but I want to say that we have grown so tremendously in population that I do not believe we are quite so able to digest what we are getting today as we were fifty years ago. These people come to us with preconceived ideas and notions. This is the "land of liberty," but they are all too ready to misconstrue liberty for license; they are being taught by the soap-box orator and by the politician seeking their votes that they are to vote for and support him, "because you have the power." They are told, "You people make circulation for newspapers," so that a greater circulation can be gained for the newspapers, enabling the publishers to get better contracts on advertising. They appeal to the classes. It is not right, it is not just, it is not honest to take a man who has just come into this country, trying to do the best that he can, and pervert his judgment by instilling into his mind false ideas and prejudices. These things are coming about because this process of education has been permitted to go along in this way largely through the indifference and the neglect of the business man. You and I are under indictment for that indifference. Why? It came about most naturally. After the Civil war a million men were released from arms; they swept out into the country everywhere. When I was born, forty-four years ago, in Indianapolis, St. Louis was practically the outpost of civilization. To the west there was a vast territory practically untenanted save by the hut of the trapper and the test of the Indian; the silence was unbroken save by the hoot of the owl and the scream of the eagle. One railroad wended its way across the trackless prairies to the coast, and into that vast domain went who? The workingman. Yes. The workingman who had power to plan, to create works of genius. In those forty-four years more than 28,760 cities, towns and villages have sprung up in this country. The capital invested has increased from four billions to twenty-two billions of dollars. The output of our manufactures has increased from more than five billions to more than twenty-three billions of dollars. Railroads have gridironed the country. In almost every village, city and town you see the smokestack belching forth smoke, indicating prosperity. With one million men to start with, men using their brains, planning and creating, today more than twenty-two million people are engaged in the development of this empire. It was the business man that accomplished it; it was the business man that created this wonderful development. He had not much time to look down at Washington and see what was happening there. Your national councillor said, "Our statesmen have gone to sea."

Some of you business men who are old enough, like myself, to remember when Mr. Bryan ran first for president, in 1896, scarcely any business man would say whether he were a democrat, a republican or anything else. He would look around, and if there were no customer near he would whisper that he was a Methodist, a Catholic or a Presbyterian, but would not tell you his political affiliation. He was afraid to do so; but when the commotion of 1896 was coming on and the credit of the country was being attacked, as he thought, Mr. Business Man got out and asserted himself and he has asserted himself everywhere ever since. A man not trained in business is helpless to understand the necessities and complexities of business. A railroad president said to a committee investigating certain things in relation to railroads: "Gentlemen, that is all right; you ask me these things and put me on the grill and you have the newspapers publish these things; but, tell me, you are a college graduate, Mr. So-and-so; you have several degrees from foreign universities, Mr. So-and-so; you are an accomplished lawyer in your community, but tell me, what would you do to repair a broken bridge at midnight on a railroad where you had sixty-five or seventy trains passing every day, if you did not have anything but a crowbar and shovel?"

Business men are being awakened and coming to a realization of their responsibilities and duties. The day has come when the welcher in business must show his colors. He must eliminate the yellow streak and exercise a man's courage. He must stand out even at the risk of its costing him something and assert himself. The business men in this country must strike out straight from the shoulder and say out loud what they want Congress to do and back it up. We can't do that playing the game indifferently and alone. As hardwood lumbermen you have your problems which you are working out year by year, and you are doing great things. You all know that organization is a great thing. Why, if you men in this association do not gain anything else by reason of your organization and your convention, the privilege that you have of getting acquainted with one another justifies the existence of your association. (Applause.) If we all knew each other better this would be a better world to live in. If we could reduce the word "competitor" to the definition of "neighbor" and "colleague," in business and our contact with one another, all of us would be happier and more prosperous. After all, men are not nearly so black as they are painted. In our estimate of each other we are not nearly so just as the beasts of the jungle toward each other. The jungle beasts estimate the power of the lion at its true worth; they judge the power of the deer by its swiftness in running, and judge the strength of the eagle by its powers of flight and its swiftness in flying. I think that all men ought to be judged by the best things in them. (Applause.) You can always find something of real worth in every man. I don't care who he is, I don't care how wrongfully a man is nor what his opinions may be, way down deep within him you will find much of real value.

We might all be more like Mrs. Clancy, when she went to see Mrs. McGowan, who was living in a tenement house. Mrs. McGowan had

the yellow pine people, with the shoe manufacturers, the clothing manufacturers, and so on. There was no particular machinery to be offered to the business men to operate through a common center. For [illegible] has not had a war for forty years, and Germany has shown greater progress in the development of its manufactures, its industries and business life than any other nation in the world. The German Chamber of Commerce at Berlin has a school with 2,000 students, young men who are being actually trained to the business experience of German life. When Germany wants to open up a foreign port they take a young man well trained in that school and send him to that foreign port. He does not do anything but go there and spend three years and spend money; he learns the customs and habits of the people. Then he goes back and says to the manufacturers: "Send on your stuff. I know those people. I can sell your goods," thus fulfilling the two functions of a good salesman, knowing his goods and knowing his customers.

We have not been doing much of that, and I think one reason that we are running a little low today is that we are over-capacitated in our factories. I believe that if all of our factories would work full time for ninety days they could produce anything that this country would actually want for a whole year. Of course we have to open up foreign ports, foreign markets. China wants to trade with us; Japan wants to trade with us; they are trading with us.

All of us must work through one common center. Two years ago the Chamber of Commerce of the United States was organized at Washington, on the call of Mr. Taft, who realized that the administration ought to be closer to all of the business interests of the country. One thousand men assembled in Washington and organized this chamber. Harry A. Wheeler of Chicago was elected president because of his wonderful powers for organization, and within the last two years this chamber has become numerically the strongest federated commercial body in the world; an institution that brings together the lumber people, the shoe people, the steel people, the retailer, the wholesaler, manufacturers, the real estate dealer, all of the men who are engaged in business, and whenever a question comes up that has to do with business, in so far as legislation is concerned, a referendum is taken on that subject. Your secretary is so advised. A vote is taken by your body and the result of that vote is carried to the proper committees in Congress and also to the President and to those to whom it might be necessary to take it. In that way we are gradually getting one million and a quarter of business men connected with many great institutions to come together in close co-operation. But, passing the referendum is not the whole thing. We get the vote of the people, and then comes a time when we must back it up. Almost two years ago we took a referendum when the sundry civil service bill was passed, having appropriated $300,000 for prosecution of trusts, but no part of which was to be used for the prosecution of labor unions or agricultural associations. Mr. Taft vetoed that bill on the ground, judicially, that it was class legislation and, therefore, not constitutional. Mr. Wilson signed the bill and simply said that it was not constitutional, but the attorney-general had other funds from which to draw if he wanted to prosecute a labor union. Now the labor unions have come back and have had incorporated in the Clayton bill the proposition that labor unions and agricultural associations are to be exempt, and since we [illegible] so that the labor unionites can go out to all of the industrial workers of this country and say, "If two or three of you fellows get together and are not members of the labor union and attempt to go on strike or enter into a conspiracy for restraint of trade, they can get you; but if you will join the labor union you will be exempt under this law."

The Chamber of Commerce of the United States has started a fight on that—no lobbying. We are simply going to call on the business men of this country to send in their protests, and thousands and thousands of letters have gone to individual congressmen. When you get home you should write to your congressman and tell him that you are backing up the Chamber of Commerce of the United States, of which your organization is a member, in reference to this proposition.

We are not declaring against labor unions; we are not declaring against agricultural organizations. They have the right to organize, the same as you have, the same as we have; but we do declare that it is unconstitutional and not consonant with the fundamental principles of American freedom to give any man a right that is not given to another man. (Applause.) We do declare that the man who has created the opportunity for another man to be prosperous should be regarded equally before the law.

I will admit that perhaps business, in some form or another, has been guilty of misdemeanor and felonies, possibly high crimes, but only a small percentage of it has been so guilty. I would venture to say that, if you could investigate and ascertain definitely the facts, you would find that less than one-half of one per cent of the business men of America were voluntarily dishonest. I do not believe that you would find any body of men, representing so much invested capital, doing such great work and accomplishing such large results who are so upright and just and who so largely contribute to the prosperity and happiness of this country as the business man. There was a time when *Caveat emptor* (let the buyer beware) was the usual business maxim. The business man of today knows that the only way he can keep his customer is by honesty and fair dealing, and he likes the dollars he makes by fair business dealing. Suppose you swept business out of existence today; suppose you silenced every factory, every mill; suppose you closed the doors of every business institution of this country today, what would be the result? We would naturally revert back to barbarism. I think a new patriotism is sweeping over this country and business men are realizing that it is becoming more and more difficult to keep what they have; that the course of many national problems is becoming suicidal and that it is doubtful whether the maxim "equal rights to all" is in truth a fact; they are realizing that with less hammering of business, business men can accomplish a great deal more that will be for the best interests of all; and that is what the Chamber of Commerce of the United States is trying to do. Everything that it attempts to do is out in the open; is the subject of newspaper comment; there is nothing concealed about it. It simply presents the views of the various business communities throughout the country. When we take action the result of our work is sent to the members of Congress. Your own organized action is sent to them. A business man of Oskaloosa, Iowa, writes to his congressman—not "Congressman So-and-so," but "Dear Bill"—and he says, "We want you to support this measure"—such a thing as they have under consideration at that time—and Bill is more than likely to see a very distinct and clear light, because Bill's constituent helped to finance the congressman's political campaign. Out of 475 organizations represented by this chamber, more than 200 are in the smaller communities; they are a part of congressional districts, and the people living in them are close to their congressmen. They do not attempt to exercise any insidious influences, but they are all out in the open. We have a right to ask the support of our congressmen and our representatives in the Senate, and they are learning that business men are not asking anything that will harm the country, but that they are asking only for such things, for such legislative action that will bring about stable prosperity and the largest amount of happiness to the greatest number; and we all know that business pros-

perity, that the prosperity of our business men contributes more than anything else, perhaps, to the general prosperity of this country.

Mr. Vanderlip, president of the National City Bank of New York, in a recent address before students of the Carnegie Institute, said, "Success consists in doing two days' work in one day; first, the work you have to do, and then sitting down, studying conditions and keeping in touch with things."

Robert Ingersoll said, "Lincoln's greatness was due to the fact that he kept step with events."

You and I know that we must know as much about political economy and the things that are good for the business man as the average workman, who can sit down and talk political economy and do it quite intelligently. He is quite a student, although unhappily only on one side of most important subjects. We must try to start a course of counter-education; give the people enlightened intelligence on these subjects and let them understand that the greatest wrong that can be inflicted upon a nation lies in the injustice of the judgment of the masses of the people. So the new patriotism calls to you and to me, to all of us, not to make an extra dollar more than we are entitled to, in addition to what we already have, but to protect the dollars you have already made, because you are American citizens, and the permanence and stability of this country, the existence of its institutions rest upon your shoulders.

# Chicago a Picture Frame Center

It is not generally known that more than half of the picture frame molding manufactured in the United States is made in Chicago. This holds true after excluding several million feet of fancy molding which is usually listed as frame material but is really used as decorations for fine cabinets and store fixtures. The whole state of New York does not produce one-fifth as much frame stock as Chicago, though the claim was recently published that New York leads every other state in this industry.

The annual consumption of picture frame wood in Chicago amounts to 39,943,250 feet, according to statistics compiled by Roger E. Simmons of the United States Forest Service, and published by the University of Illinois. Thirty firms are engaged in the manufacture of this commodity. The woods used, the annual amounts, and the average cost of each delivered at the factories, are given in the following table:

| Wood | Feet, B. M., used annually | Ave. cost per M at factories |
|---|---|---|
| Basswood | 13,300,000 | $ 24.52 |
| White oak | 6,377,000 | 42.03 |
| Red gum | 5,125,000 | 24.16 |
| Red oak | 2,685,000 | 36.84 |
| White pine | 3,631,000 | 19.21 |
| Longleaf pine | 3,060,000 | 27.30 |
| Sweet birch | 1,957,000 | 27.22 |
| Shortleaf pine | 1,037,000 | 26.01 |
| Chestnut | 685,000 | 36.84 |
| Norway pine | 600,000 | 31.67 |
| Post oak | 150,000 | 37.50 |
| Black ash | 110,000 | 38.55 |
| Cypress | 55,000 | 41.36 |
| Yellow poplar | 44,000 | 36.61 |
| Mahogany | 43,000 | 140.58 |
| Sycamore | 30,000 | 29.17 |
| Sugar maple | 13,000 | 38.46 |
| Black walnut | 13,000 | 69.23 |
| Cherry | 10,000 | 35.00 |
| Hickory | 10,000 | 50.00 |
| White elm | 5,000 | 40.00 |
| Rosewood | 1,670 | 300.00 |
| Ebony | 1,330 | 420.00 |
| Snakewood | 1,250 | 575.00 |
| Cocuswood | 1,000 | 275.00 |
| Total | 39,943,250 | $32.22 |

### Basswood's Place

The preeminent position of basswood in this industry is seen at a glance. No other two woods equal it in quantity, and it amounts to one-third of all. Yet one seldom recognizes basswood in a picture frame, unless the reverse side is carefully examined. The reason is, this wood is seldom finished naturally. It has no figure, no grain, no color to attract, or to give it contrast, and it is never made into picture frames for beauty's sake, as oak, birch, and cherry are. Its merits are of a different kind, and it possesses desirable qualities, or it would not be in such demand.

The value of basswood as frame material lies in its smoothness of finish, and the perfect way in which it holds enamel, gilt, gold, and other overlays. The majority of frames show no natural wood, and basswood does so only in the rarest instances. It may be covered faultlessly with gold leaf, or with any other foil, or with enamel. The wood does not warp or check, consequently finishes remain a long time in excellent condition.

### Other Smooth Woods

When gold leaf or other overlays are used, the wood must possess a smooth finish, or the finest work may be marred by rough places. It is equally essential that no resin exude from the wood, or an unsightly blister will result. Others than basswood are satisfactory and in extensive use where enamels or other finishes are to be employed. Yellow poplar is excellent, soft maple is particularly liked for white enamel work, buckeye is employed in some places though not in Chicago, and white pine is often covered with gold leaf as well as with enamels.

Red gum deserves to be classed with the smooth framewoods, and is rapidly becoming a close competitor of basswood in this line. It was formerly unpopular because of seasoning difficulties, but improved dry kiln methods have removed most of these and have made red gum a favorite with many frame makers. The wood is finished in natural colors also, and likewise in imitation of a number of other woods. It has handsome color and attractive figure of its own.

### Figured Woods

Certain woods are always, or nearly always, shown in their natural grain or figure. They are attractive, and no useful purpose would be accomplished by concealing them beneath overlays or paints. Oak heads this list. Nature has enriched this wood with a double set of figures, in addition to pleasing colors. One set of figures is due to the rings of yearly growth when the wood is sawed flat or plain; the other set is the product of medullary rays and is brought out by quarter sawing. The picture frame manufacturer makes the most of both kinds of figures, and he does not conceal them under any kind of finish. He may deepen and accentuate them by the application of stains and fillers.

Chestnut, ash and sycamore are in the class with oak as regards figure, and when these woods are made into frames they are generally finished naturally. Figured maple receives the same treatment, and figured birch also. It would be foolish to conceal the color and figure of black walnut, and no frame maker does it; but this wood is not used in large quantities by the industry. It is too dark for frames, except those intended for particular places and in certain kinds of light.

### Foreign Woods

Five foreign woods are listed in Chicago by the picture frame industry, aggregating a total of 48,250 feet a year. According to quantity, they range as follows: Mahogany, rosewood, ebony, snakewood and cocuswood. These are all finely colored, though all are not figured, but some of them are. Mahogany is so well known, both by sight and by reputation, that no description is necessary. The chief difficulty with most people is to distinguish true mahogany from some of its substitutes or imitations, which are many and are skillfully handled.

matter of color than anything else. The notion that all ebony is black is erroneous. Most of it is not black, but it is of all shades from black to brown and green. The representative of the ebony family in this country is the persimmon tree. It is somewhat remarkable that ebony, the blackest wood, is most often imitated by holly, the whitest. The holly is speedily converted into what may pass for ebony by boiling it in a kettle of dye. A good grade of ebony costs five or six times as much as holly. The dye kettle can make holly as black as ebony, but it cannot make it so heavy. Black ebony from West Africa when made honestly sinks in water like a stone; but holly floats nicely. It is a good plan for those about to buy an ebony article to first heft it to see how heavy it may be. If it suggests iron, the chances are that it is real ebony.

Snakewood is a rather uncanny name for material so beautiful. Its figure suggests the scales of a snake; but it suggests other things also, and this similitude is responsible for a pretty long list of names, and the user has considerable liberty of choice as to which of the following he will call it: Letterwood, lizardwood, leopardwood, catwood, tigerwood, speckledwood and a long line of other names in foreign languages. Most of the wood reaching the American market comes from British Guiana. That which reaches Chicago sells for fifty-seven

crop. If warm weather sets in now, the farmers will have an opportunity

they are asked a pretty steep price for it.

Picture frame manufacturers of Chicago consume about one thousand feet of cocuswood a year, according to figures collected by Mr. Simmons for his report to the Forest Service. This has been called "the cold wood," because it possesses some property which produces the same sensation to the touch as when the hand is laid on oilcloth. It is doubtless due to the wood's high power of conducting heat. The surface must be finely polished before it will cause the sensation of

The wood has so many names, and doubtless there are so many kinds of the genuine cocuswood that when a person tries to be exact in identification he is apt to end in bewilderment. It is a sort of locust tree, and comes principally from Jamaica, though it occurs elsewhere in tropical America. Many people mistake it for green ebony, but it is heavier even than African ebony. If it is not the hardest wood in the world, it is surely in the front rank. It is not highly figured, but the color is very rich, usually brown.

No very cheap wood has a place in picture frames manufactured in Chicago. The cheapest woods are those which serve as the backs of mirrors and pictures. They are usually pine, cut in thin lumber or thick veneer. The cheapest of the twenty-five in the foregoing table was white pine. The average price paid for 3,631,000 feet, delivered at the factory, was $19.21. The next in cheapness was red gum at nearly five dollars above white pine.

An examination of the table of woods will at once make it clear that picture frame makers pay pretty well for the rough lumber they use. That is because most of the grades are good. Knots, shakes and warped stock cannot be used to advantage. As already stated, some of the woods are unusually expensive. Four of them cost $300 or upward per thousand feet. The average high cost, however, is due to the large quantities of oak and basswood. The average of all woods is $32.22, and the total amount paid for a year's supply is $1,286,957.

# Type Views in Western Wisconsin

Summarizing the condition of trade in western Wisconsin gleaned from the following news letter received from a staff representative of

the past four weeks and the lumbermen as a whole feel very optimistic over the promising outlook for a fair fall business. The June sales have been much better than those for May, and in most cases a shade better than those for the corresponding period last year. Several mills have finished their hardwood cut, which was unusually large on account of the large tracts of hardwood timber found in woods operations. Two mills have been compelled to let their hardwood cut wait, due to a strong demand for their hemlock and pine. However, they expect to have their hardwood in shipping condition when the fall season opens up.

The furniture trade, while quiet and waiting for the key from the July sales now going on, feels that business will be good. The veneer manufacturers are encouraged with the number of small increased orders at fair prices.

The machinery people are running full time and report a recent increase of orders. Several operations will close during July for overhauling, repairs and additional equipment.

dry stock it has in pile at New Richmond.

organized in 1895 cuts about 14,000,000 feet of lumber annually. It

Moon, vice-president and general manager; Geo. H. Chapman, secretary; S. G. Moon, treasurer. The company has no complaint to offer for business conditions, stating that it is getting its full share of business.

The Steven & Jarvis Lumber Company, manufacturer and wholesaler

prospects.

Mr. Kessler of the New Dells Lumber Company says business is good.

and seconds clear. It has on hand some very choice maple, rock elm, and a limited amount of 1", 1¼", 1½" and 2" clear birch. I couldn't help but observe upon going through its plant the fine stock of flooring and interior finish it is turning out.

I spent a pleasant two hours inspecting the operations and product of the John H. Kaiser Lumber Company. Mr. Miller, the superintendent, accompanied me on my tour of inspection. The many practical mechanical improvements originated by Mr. Miller were a revelation to me. I

story until I can secure a picture of his lumber sorter and "Ferris wheel" trimmer, inventions of his which deserve exploitation.

Mr. Ott of this company informed me that business was really fine and that the company had to hold up its hardwood cut in order to fill its local orders for hemlock and other items. This company has worked up a local business among retail lumbermen within a radius of seventy-five miles of Eau Claire, and easily disposes of three-fourths of its entire cut in this territory. The wisdom of this policy is plainly discernible as shown by the profit sheet. Furthermore, the customer is at all times in close touch with his source of supply.

Having seen the new McDonough universal factory horizontal band re-

and general manager of the McDonough Manufacturing Company, manufacturer of sawmill machinery, with a view to expressing my congratulations. Mr. Hubbard informed me that his company has installed several of these resaws in box factories and that the furniture and woodworking people were "getting wise" to the necessity of adding this resaw to their equipment.

The "universal" has been designed with a view of overcoming any deficiencies in sawing, thereby saving a waste which really has meant a large loss to manufacturers in the past. This wonderful tool cuts to the thousandth of an inch, and, it is claimed, will save its cost in added lumber scale alone in a short time. I would give an exhaustive description of this resaw, but since this is intended for a news letter will not comment further. However, in justice to the trade, I could not consistently refrain from mentioning this resaw since many manufacturers will welcome this news.

In answer to my inquiry concerning business conditions and recent sawmill constructions, Mr. Hubbard stated:

Within the last eight months we have received the following contracts for work:

We are now building the large circular and gang mill for the W. G. Ragley Lumber Company at Ragley, La., which is said to be the heaviest mill in the South.

A single band and resaw mill for Reese & Burgess, Inc., at Memphis, Tenn., to replace the one burned several months ago.

A single band and gang mill for the Brookhaven Lumber & Manufacturing Company at Brookhaven, Miss., to replace the one recently burned.

A single band mill for the Hallack & Heywood Lumber Company at Denver, Colo., the mill being built in New Mexico.

We have just finished a single band and resaw mill for the Bradley Lumber Company, Warren, Ark.

A double band and resaw mill for R. J. Brinell, Inc., Memphis, Tenn., the mill going in at Batesville, Miss.

A single band and resaw mill for Davis Brothers Lumber Company, Ansley, La.

A single band and resaw mill for the Pearsall Lumber & Manufacturing Company at Trimann, Ark.

Two new mills for the Louisiana Saw Mill Company at Alexandria and Glenmora, La.

A single band mill for the Louisiana Central Lumber Company, Clarks, La.

BIRCHWOOD: The Almquist Veneer and Seating Company is cutting this year about 1,500,000 feet of logs into veneer. It operates also at Algoma, and has about a twenty-year cut at Birchwood.

RICE LAKE: The Rice Lake Lumber Company is running full time and will cut about 25,000,000 feet of lumber this year, forty per cent of which will be hardwood. Mr. Ingram reports business fair, with splendid outlook for fall business.

The Hammond-Chandler Lumber Company is operating a single band mill, also a planing mill, and is cutting about 30,000 feet of birch and other hardwoods daily.

C. Mercier operates a single band mill and has a daily cut of about 30,000 feet of hardwood and hemlock. Mr. Cotes reports a recent sale of 50,000 feet of choice red oak logs to a New York manufacturer.

STANLEY: The Northwestern Lumber Company will cut about 13,000,000 feet of birch, basswood, elm and oak this year. It estimates its timber cut will cover a period of six or seven years. Mr. Chapman reports a fair outlook for future business.

The Below Lumber Company was moving its offices from Marshfield to Stanley, Wis., and hoped to be in readiness for visitors by the first of July. This company was organized about a year ago with a capital stock of $125,000. The officers are A. R. Owen, president; C. D. Moon, vice-president; H. F. Below, secretary, and George H. Chapman, treasurer. It will handle about 30,000,000 feet of hardwoods annually and will have distributing yards at Detroit and Muskegon, Mich.

Alexander, Tyler & Connor Company has been running the mill at Luona, Wis., night and day but will temporarily close this mill about the middle of July for repairs and overhauling. The annual cut of this plant is about 22,000,000 feet of lumber, and the mill at Stratford, Wis., cuts about 30,000,000 feet of lumber of which sixty per cent is hardwood and forty per cent hemlock.

The Roddis Veneer and Lumber Company is running full time. In looking around this plant a large number of choice hardwood logs were noticed. Mr. Roddis reports a quiet business though the sales compare favorably with those of last year.

G. D. Booth reports business "as good as can be expected." He makes a specialty of hardwood squares and sells about 2,000,000 feet annually.

The Bissell-Wheeler Lumber Company handles about 13,000,000 feet of hardwood annually. Mr. Wheeler reports business rather quiet, but feels sure the company will dispose of its normal amount of lumber before the close of the year.

STEVENS POINT: The John Week Lumber Company's mill was running full time. At the present time the company has about 3,000,000 feet of birch and basswood in piles. This stock includes some very choice 1" and 1¼" basswood piano piece stock.

PHILLIPS: I haven't been at Phillips since the completion of the new mill of Kneeland-McLurg Lumber Company and therefore was agreeably surprised at finding one of the finest equipped sawmills in the northern districts. The sawmill as well as the planing mill is thoroughly modern and both are electrically driven. The annual cut is about 50,000,000 feet of lumber of which sixty per cent is hardwood and the balance hemlock. The company owns about 65,000 acres of choice timberland. Mr. McLurg reports a good business, "in fact all the orders we want and at fair prices too. We are making [illegible] and running our plant night and day."

The Kneeland-West Lumber Company is adding a new modern planing mill to its operation at Luger, Wis. Its sawmill is equipped with a band mill and two resaws. This company has about 24,000 acres of choice timber.

PARK FALLS: On visiting the Park Falls Lumber Company I found a large crew of men grading and laying an extensive track system through the yards. I accompanied Mr. Clubine on his morning and afternoon tours of inspection and was amazed at the compactness of the system in construction and more so on learning of the saving which this system will effect. The "trolley system," which will cover about fifteen miles, will do away with eight head of horses and six men, and the straight alleys will accommodate 600 small cars. These small cars are moved around on the main standard tracks by transfer cars, thus doing away with congestion. Another feature which this system contemplates is a direct shipping sorter. The system is too elaborate to describe without photographs, therefore I will not enter into details until its completion, at which time I will tell the story in pictures and figures showing amount of lumber handled daily.

The company was installing an additional boiler and an eight-foot horizontal resaw, and is adding a grain door factory which will have a capacity of 2,400 doors daily. It is having reinforced concrete floors in its planing mill, which when completed will be fireproof. Mr. Clubine reports a very good business, though hemlock is off on price; hardwoods are being moved close to list prices.

The Roddis Lumber and Veneer Company, which also has a large plant at Marshfield, Wis., operates a single band mill, also planing mill at Park Falls, Wis. The annual hardwood cut averages about 5,000,000 feet.

RIB LAKE: The Rib Lake Lumber Company will have about 3,000,000 feet of hardwood this year and about 12,000,000 feet of hemlock, tamarack and pine.

The S. A. Konz mill will cut about 1,500,000 feet of lumber this year, in addition to its regular cut of shingles and lath. It will also handle about 75,000 hemlock, tamarack and cedar ties.

MELLEN: As usual, I found everyone busy at the Foster-Latimer Lumber Company, though it reports "business not rushing." Since "surefit" flooring has put Mellen, Wis., on the map I invariably visit the factory and usually come away with some new idea. The estimated cut of the mill this year is about 30,000,000 feet, from which it gets about 20,000,000 feet of birch, maple, basswood and soft elm. Mr. Gillooly is looking forward to a good fall business.

The Mellen Lumber Company is busy filling contracts for hemlock and hardwood logs. This company will market about 50,000,000 feet of logs this year.

The Kiel Woodenware Company in addition to the plants at Kiel and Campbellsport, Wis., operates a veneer and heading plant at Mellen, Wis. Mr. Zimmerman reports business fair, also that the company will cut about 2,000,000 feet of veneers at Mellen this year.

## Railroad Capitalization

A great deal has been said of watered stock of American railroads, and the charge doubtless has some truth in it; but most people will be surprised to learn that the railroads of this country are capitalized lower per mile than those of many other countries. The United States has 200,000 more miles of railroad than any other country. The Royal Prussian department of public works recently published statistics showing the investments in railroads of various countries, and among them the following:

| Country. | Capitalized Per Mile. | Country. | Capitalized Per Mile. |
|---|---|---|---|
| England | $269,455 | Spain | $88,368 |
| Belgium | 189,022 | Japan | 84,301 |
| France | 145,655 | Russia | 85,496 |
| Brazil | 142,988 | Holland | 82,706 |
| Italy | 124,134 | Servia | 73,375 |
| Austria | 120,311 | Hungary | 69,084 |
| Switzerland | 117,955 | New South Wales | 65,989 |
| Germany | 116,661 | Algeria | 64,019 |
| Roumania | 88,937 | United States | 63,941 |

The United States is eighteenth on the list. The total capital of all the railroads in the world is $54,502,553,664, and the average per mile is $81,264. Several countries have railroads capitalized at less than those of the United States, but many of those roads would not be tolerated in this country.

More than half the railroads of Europe are under government control. Seven-eighths of Australia's railroads are government owned. There are 670,997 miles of railroad in the world.

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If you use a drag saw about your mill make it a good one. A poor saw rig or a dull saw makes slow work and uses unnecessary power.

# Use of Red Gum for Fixtures

AN ATTRACTIVE WINDOW SEAT MADE OF RED GUM

of articles. It is applied likewise to and private residences, as well as for halls and lodge-rooms.

The articles are more numerous classes into which the industry as a whole is divided. The banks' fixtures, for instance, are quite different from those for a saloon. The bank has counters, desks, cabinets, seats and partitions to separate one department from another; but these articles must be made for and remain in particular places. If they are so arranged that they may be readily moved about, they become furniture. The very name, fixtures, implies that they are built where they are intended to remain. However, they may be taken down and moved without much damage to the building where they are first placed. This fact differentiates fixtures from interior finish which cannot be removed without defacing or destroying the room's interior.

### Some of the Items

The chief items making up the ordinary list of fixtures of the various kinds are as follows:

seats and benches; free lunch counters.

For churches and halls: Rostrums, pulpits, railings, and often pews and seats.

For residences: Cabinets, built-in bookcases, cupboards, and sideboards.

at Evanston, Ill.

### The Wood's Fine Qualities

Red gum possesses qualities which fit it for this use. When it has been thoroughly seasoned, which can be easily and successfully accomplished if done with care, it lends itself to nearly every purpose to which the fixture maker wishes to put it. A perfect polish may be given it, and it can be finished in its natural color and grain, or it lends itself to imitations more readily than any other wood. There are few cabinet materials which it cannot be made to imitate; though many of the best friends of red gum are of the opinion that the wood ought to be used under its real name, and its own figure, rather than as an imitation of other woods.

The accompanying illustration tells the story of red gum's possibilities as a fixture wood. There is no imitation. It speaks for itself. Of course, the print is in black and white and does not do justice to the delicate and pleasing tones and colors of the wood itself.

### Stands Like Mahogany

The wall seat has been in place several months, subject to the temperature and dry air of the room. It is a severe test of the standing qualities of any wood. It has stood the test, and has acquitted itself with credit and honor. Mahogany, which is generally the standard with which all cabinet woods are compared, could not have behaved better. Not a joint has yielded, not a crack has opened. The panels have remained as true as a spirit level.

There is no visible indication of checking in the broad pieces where checks might be expected to put in an appearance, if anywhere.

### Increasing Demand

There is an increasing demand for red gum by manufacturers of fixtures, though until a few years ago it was scarcely so used at all in this country. It was erroneously supposed that in the long and broad dimensions demanded, it would not meet requirements. The fact was, no one had ever given it a fair trial. But when the trial was finally made, and was successful, the demand grew at once, as the following table shows:

Annual Use of Red Gum for Fixtures

| State. | Quantity Feet B. M. | Average cost per M. |
|---|---|---|
| Tennessee | 13,510,000 | $14.55 |
| | 1,825,000 | 24.76 |
| | 1,130,500 | 27.56 |
| | 451,000 | 27.34 |
| North Carolina | 260,000 | 29.42 |
| | 254,000 | 29.23 |
| | 168,200 | 47.78 |
| | 145,000 | 26.75 |
| Texas | 72,000 | 31.22 |
| Minnesota | 65,000 | 30.62 |
| Virginia | 25,000 | 24.00 |
| Wisconsin | 21,000 | 33.24 |
| | 10,000 | 24.00 |
| | 5,000 | 20.00 |
| Total | 17,921,700 | |

All of the states are not included in the above list. There are no available statistics for the missing states, but it is doubtful if complete figures would add many million feet, because it is known that those which are given are the largest users of red gum for fixtures. Tennessee leads all the other states in amount. That might be expected from the fact that much of the country's best gum timber grows in territory convenient to Tennessee's manufacturers. That state not only uses most of the gum that goes into fixtures, but buys at an average price below that obtaining in any other state included in the list.

### Forms of Material

Red gum is the greatest veneer wood in this country, and probably in the world. This veneer is made into innumerable commodities, ranging from the cheapest berry basket to the highest-priced furni-

ture, fixtures and musical instruments. Gum's ability to hold glue fits it for fine work. It is the surface material, the visible outside, and the veneer is usually laid over other woods which are called the core or backing.

Fixtures and other articles are made of solid gum, also, and the solid wood is used in much larger quantities than the veneer. It is handled in many lengths, breadths, and thicknesses. It mills well, and takes artistic grooving and beading. This is a very important matter in the manufacture of fixtures, because broad surfaces and long edges are to be relieved by ornamental work. Gum is in much demand as a carving material, and rates with cherry, walnut, and mahogany in that respect.

# Tales of the Trade

### DIDN'T FOOL HIM

They are up to things in Ridgway, Pa., all the time, whether they are bankers, all-round capitalists or just plain lumbermen—and the town has more than its share of all them, which may account for its uptoitiveness, so to speak. A lumberman of that town (he admits it himself) once went down to Gotham and was taken for a hayseed, not only by ordinary citizens, but by a very fine gentleman whom he met in the park and who ought to have known better, for it is his business to know people better than they know themselves.

The conversation was of the most engaging sort. The gentleman told so many fine stories of himself that the Ridgewayite was moved to speak of his business and his home town now and then as a matter of courtesy. They parted excellent friends, though never to meet again, which was quite regretted by at least one of them. Shortly afterwards the good lumberman was profusely greeted by a fine-appearing young man who knew more of his business and connections than he did himself, and who had often seen him at a certain home hotel which he named.

Then the visitor tumbled. He saw the hole in the grindstone that gentleman No. Two had come through after a hasty little talk with gentleman No. One. The time had been so short that it would seem impossible to transmit so much history.

The visitor winked his other eye. "You have waked up the wrong passenger, my kidlet," he said. "Better run along. Maybe your pal has hooked an easy one by this time. I have been there and haven't time to go over to that saloon for a little game."

The only question left over is, How much did that very convenient knowledge cost him at the time he got it?

### THE ANNUAL SUMMER DULLNESS EXPLAINED

Our friend, President H. T. Pennypacker, is a lumberman by the slack-cooperage route and he turns out more barrels that make a bluff of holding flour and other groceries than any one else in Buffalo, his Quaker City shops making its bow for that class of trade just before the city mills struck the 4,000,000-barrel gait in the flour trade.

He is getting the sad notion in these degenerate days of the cooperage trade that the millers are on the verge of putting about 3,999,999 barrels of their flour into something besides wood, so that the joke is mostly on him anyhow. Still he likes a jest so well that he is willing to do most of the laughing when it is all on him.

He has not yet given up expressions of mirth over a pleasantry that was perpetrated on him sometime ago at the city Chamber of Commerce by a friend. Having occasion to be introduced to a visitor it came up by way of giving him a character that he was a slack cooper by profession.

"Well, what is a slack cooper, anyhow?" queried the innocent third party.

"A slack cooper, my dear sir," explained the mutual acquaintance, "is a man who attends to business in the morning and goes to the ball game in the afternoon."

### DISCRETION (?) IS THE BETTER PART OF VALOR

Thomas B. Hoffman of the J. S. Kent Company, tells this little joke in connection with the get-together dinner given to the retailers and planing millmen of Philadelphia by the Philadelphia Wholesale Lumber Dealers' Association, some time ago. Mr. Hoffman, extremely desirous that as many as possible of his retail friends should be present on this occasion, called upon a number who had received invitations to make sure. One after another made excuses, some plausible, others flimsy; finally one, more honest than the rest, came out boldly with the confession that there would be so many wholesalers there he would be ashamed to face them.

### HE SHOULD HAVE TRIED ANGEL FOOD

Benjamin Stoker of George W. Stoker & Son, and president of the Lumbermen's Exchange of Philadelphia, tells an amusing incident of one of the trips he often takes. While stopping at a restaurant at which he is a frequent visitor, Mrs. Stoker made out the order for dinner, and Mr. Stoker, well pleased with her selection, merely nodded to the waiter, and said "ditto." Cuffy soon returned, set down Mrs. Stoker's order, then turned with perplexed brow to Mr. Stoker and asked "What was that you ordered, Mr.?" "I said 'ditto,'" replied Mr. Stoker, enjoying the waiter's confusion. "There aint no ditto on the menu, Mr. Least ways, not any just now, Mr.," apologized poor Cuffy.

### TRUE TO HIS FAITH

At a recent entertainment and banquet, John J. Guiniven, a cracker-Jack salesman of the Producers' Lumber Company, Philadelphia, and a jovial Celt, created great laughter when in the course of a little talk which was permitted him he humbly expressed the wish that if the present delectable occasion were to be repeated they would kindly forget there was such a day in the week as Friday, as—as—and then followed, in Mr. Guiniven's inimitable style, a rich fish story, which paradoxical as it would seem, was not a fish story at all. No, indeed! A year ago Mr. Guiniven said he attended the annual banquet of the Pennsylvania Lumbermen's Association, which came off on Friday. The first course served was oysters, good; the next, fish; then tenderloin of beef. Mr. Guiniven, who thought he recognized in the waiter a fellow countryman, asked him in a whisper, if he was an Irishman. "I am, thot," he replied. "So am I," said Mr. Guiniven. "Shall I bring you another coorse of fish, sor?" asked the waiter. "You may," said Mr. Guiniven. Then they brought fowl. "Another coorse of fish, sor?" "Sure," said Mr. Guiniven, and so on until he had had five courses of fish and the bones were beginning to feel their way through. "Oh, no, Fridays are not for banquets, my way of thinking," said Mr. Guiniven.

### IF LOEVENHART WOULD ONLY QUIT HIS "TRIFLIN'"

P. J. Loevenhart represented the Nashville Lumbermen's Club on the tour of the South recently by the Nashville Boosters' Club on a special train. The local lumbermen determined to have some fun at the expense of Mr. Loevenhart. With the co-operation of A. B. Ransom, president of the Commercial Club, and head of large hardwood interests, who was on the trip, they succeeded in making Mr. Loevenhart believe that his services were ill appreciated. Various telegrams (?) were framed up by Hamilton Love and others and delivered to him at different points, complaining of the dissatisfaction he was causing by failing to do anything on the trip to bring the lumber interests to the front. To make matters worse some of the boosters told Mr. Loevenhart it was all due to the press correspondents who had entered a scheme to ignore him. Mr. Loevenhart went to the press men and gave them a warm roasting, which they indignantly resented. The booster lumberman, however, learned on his return that it was all a "frame up" on him, and that his work on presenting facts as to Nashville's annual lumber business of over $11,000,000 was duly recognized. Mr. Ransom, however, insists that Mr. Loevenhart did spend too much time distributing perfume and other articles among the ladies in some of the cities visited.

# Merchandizing of Lumber

Editor's Note

[redacted]

## FROM THE STANDPOINT OF THE ADVERTISING AGENT

[redacted]

[redacted] way. It deals in a big product. It deals in that product in great [redacted] when a man wants it to hold up a flower box on his porch or in front [redacted] Just to him one poor, lone, single 2x4 is no more than a toothpick.

The remarkable part of this point of view is that all these millions and billions of feet of lumber, requiring the activities and the energies of something over a million men to make and market, in which hundreds and hundreds of millions of dollars of capital are invested, this tremendous product which gives foundation to our railroads, spans our rivers with bridges, houses the greater proportion of our population, all of it in existence, and all that ever has existed, and all that ever will exist, has been or will be produced by little seeds, of which the tiny acorn, as big as the end of a man's thumb, is a fairly large specimen.

It is perfectly natural for the mind of the lumberman, whether he be a holder of lumber, a maker of lumber, or a seller of lumber in a comparatively small retail way, to look at his product in this fashion. It is a big product—even a little dinky, retail yard in a small country town requires considerable ground therein for its stock. Every time a little bit of stock is moved, a wagon or a freight car must be called into service, and where it is moved in even moderately large quantities with rapidity and facility we have to use power of some kind for moving it.

Consequently it is natural, further, that the lumberman should look at the marketing of his product from this same big standpoint. If I go around to talk to a retail lumberman about getting a little stock of boards for a window flower box, he has not the slightest interest in me and rather feels that I am a disturbing element and shouldn't have come around bothering him.

The lumber manufacturer, who happens to be approached by a consumer with an inquiry as to where this consumer can get a small supply of some of the kind of product which the manufacturer makes, feels very much bored about it, and the mere buyer is apt to receive a rather cold reception.

To a philosopher it would seem logical to assume that a man whose entire stock in trade had grown from a few tiny seeds would be inclined to think that a large volume of business might grow from a few tiny seeds of demand.

[redacted]

I present Exhibit A—just a common, ordinary match such as we light our cigars with from three to twenty times a day and throw away.

I have not the slightest doubt that the first lumber manufacturer who was approached on the idea of furnishing a little stock of lumber for the manufacture of matches was probably inclined to believe that the match man was a dreamer, if not totally crazy.

I have not been able to get any definite statistics as to the amount of lumber used in the manufacture of matches today, but we all know that it runs into very respectable quantities.

To recur to my illustration of my being in the market for lumber [redacted] ought to have window boxes, and had made a suggestion to me that this idea of growing flowers around the house was a fine thing. That I ought to advocate it with my neighbors, so that the whole neighborhood might be beautified. Suppose the dealer had gotten me so interested along this line that I would have become fired with enthusiasm, as a missionary, to go out among my neighbors and point with pride to my flower boxes and tell them to go and do likewise. Mr. Retailer might even have taken a little trouble to advise me to be careful to see that my boxes when made were properly bored to give sufficient drainage, and have told me that if I succeeded in getting my neighbors to accept my viewpoint to be sure and tell them that he had the kind of lumber that they needed and that he was a very accommodating merchant who would take care of their wants. It does not seem such a very far-fetched conclusion that a retail dealer proceeding along these lines, and even going so far as to send out a few circulars or do a little advertising in his local newspaper on this subject, in the right manner, might very easily dispose of a carload or two of lumber every season, and it would be common lumber, which would be nice for the manufacturer.

The wood paving block, considered as a single unit, is a very small item—it's just a little thing not much larger than a brick—and yet I understand that in one species of lumber alone in this country over a billion feet of material is sold for this use, but how many lumbermen think of the further extension of the paving block idea? Does it ever occur to a retailer to study up on the subject of these blocks for the paving of factories, machine shops and foundries where the value of this product has been definitely and conclusively proven, and argue them into the idea of using paving blocks for that purpose? Does he ever consider advertising to the farmers of his district the extreme value of creosoted wood paving blocks for use in flooring their barns and dairies? Is there any doubt that if the owners of such properties were once acquainted with the eventful economy and durability of wood blocks for such use, with their sanitary character, with the advantageous effect of wood block paving for their animals, that they would not only be willing but glad to utilize this product?

Is it not worth making an effort to get such a market started? A few properties paved in any district will act as the little seeds from which the big demand will grow.

This as I see it is the crux of the question in the marketing of lumber. The great crying need is for the lumber industry—and by the lumber industry I mean not some of its parts but all of its parts—the timber owner, the manufacturer, the wholesaler and the retailer, to plant these seeds in the minds of possible new consumers in order that the use of the product and its market possibilities may grow.

### Conditions Have Changed

In the days not very long gone by lumber was an absolute necessity. You could not build a hourse, a barn, a factory, a church, a school, a pig-pen, or a corn-crib, without the use of lumber, and you had nothing but lumber to use. That condition is changed; there are other materials which are bidding for the business, successfully bidding for it, and in some cases and in some uses they have become the standard, and properly so. They have proven their right to certain functions of use developed by new conditions, and we are glad that they are here. In the days gone by we did not feel the needs that we feel today; we did not have the great centers of civic and industrial life. Our communities were constantly spreading. There was plenty of land—available land. As a merchant's business grew [illegible] to his building and extended it out into the

next lot. You can't do that today in New York, Chicago, Philadelphia, Peoria, Springfield, or any other fair-sized town—the building has to go up into the air, and it has been forced to go higher and higher, and the sky-scraper, a product of modern invention within the last thirty years, is the result. You could not properly use lumber for that. The result of congestion in our industrial life has been to produce this new type of structure, which takes the place of the spread-out type which existed when land was available at all points.

Where we used to build forty buildings, one story high, and build them of wood, we now build one building forty stories high, and build it of steel and tile and concrete, and necessarily so. The effect is, of course, that the lumber industry has lost a demand for material to be used in the construction of forty buildings.

But building is not the only thing that lumber can be used for. I again refer to Exhibit A.

### New Uses for Lumber

All around us we see large businesses being established for the manufacture of new products of which the raw material is wood. But these things are being invented and their sale promoted by other interests, and not by the lumber industry. Surely if this great industry got behind a department of research and investigation and invention and determined new places for the use of the product it would have a tremendous effect on the industry, but you would have to tell people about them. Merely inventing a thing does not sell it; merely making it does not sell it. You must have demand to make a profit.

I am not a lumberman but I have in mind today three things for which the use of lumber has never been promoted, and I am convinced that the slightest investigation would show tremendous possibilities for the sale of lumber in all these directions if the material were promoted for these purposes.

Being an advertising man you would naturally assume that I would speak entirely from the advertising standpoint, or rather what some men consider as advertising—that is, merely the use of the printed word and picture. On the contrary, I say that advertising can produce maximum efficiency only when it is supported and aided and co-operated with by every selling force in the industry.

Advertising does nothing but sow the seed. If given time of course it will eventually produce the crop, but it will produce that crop in infinitely less time, with infinitely greater results if the ground is carefully cultivated and tended, if intelligent, intensive cultivation is given by all the sales forces of the industry. To sum up, then, I would say, from the standpoint of the advertising man, considering the lumber industry, do not despise small things, they will grow.

The little break in the dike of inertia and ignorance, especially if it is helped and broadened by intelligent effort, will produce a flow of demand and of profitable selling and merchandising.

The greater difficulty that is met with, in attempting to formulate definite methods for this result, is to secure intelligent, enthusiastic, active co-operation from all sources. The lumber industry is so big, so widely ramified in so many different channels and directions that it cannot be educated to these things in a day, but when once so educated the market results will be most beneficial.

## FROM THE STANDPOINT OF THE SALESMAN

The salesman follows the advertising agent in the lumber selling campaign. He strikes while the iron is hot, and not infrequently helps to heat the iron ready for striking. He knows the difficulties in the way of making sales, and is acquainted with means for removing them. He is the connecting link between producer and consumer. The following is a discussion of merchandising lumber by M. B. Nelson, general sales manager of the Long-Bell Lumber Company, Kansas City, Mo.

The subject on which I have been asked to address you is one which, no doubt, all of you, like myself, know something about in a general way, but when it comes to passing upon the true merits of the substitutes, or how to combat the infringement upon the interest of the lumbermen, possibly few, if any of us, have given it enough consideration even to solve the problem in our own minds, to say nothing of the action necessary to make our ideas effective.

There is so much to be said on the subject that I can only dwell upon the surface, so to speak, as time will not permit of my going into details.

We have made improvements in the methods of logging and manufacturing, but little or no advancement or improvement in merchandising or in promoting the use of our product. Practically the only change is, the manufacturers are selling more lumber direct to the retailer, and have added some expense by increasing the number of salesmen. We have given scarcely any thought to the real merits of our product. We have little or no data, intelligently compiled, to pass out to the public substantiating our claims as to the merits of wood products. The cypress manufacturers, during the last year or two, have done more than any other wood manufacturers in this direction. How many lumbermen can go before the public today and defend the merits of their product? We have given but little consideration to what the buyer does with the lumber after the sales are made and the contracts completed; we have given but little attention at the time of making the sales to whether the buyer was buying a quality of lumber best adapted for the purpose intended. The thought, apparently, has been to make the most profit we could out of the order. And in many cases, if the manufacturer has found that the buyer would accept a quality of lumber inferior to what his order called for the lowest acceptable grade or quality has been shipped, regardless of whether or not it would answer the purpose. As a result, a quality of lumber has often been used for purposes for which it was unfit, and because of this abuse the use of lumber has been condemned.

Many of our troubles are due to the methods of some wholesale lumbermen who have no interest in timber, and the success of whose business is measured wholly by the profit as between the purchase price to the manufacturer and the selling price to the retailer or consumer. Competition, and the lack of knowledge of the users of lumber have caused such wholesalers as this to sell one grade to the buyer and buy a lower grade from the manufacturer, and take their chances on having the purchased grade accepted. Many methods are resorted to in accomplishing this end, some of which have been dishonest. As a result, the use of lumber, for many purposes, is suffering, and it has given the substitutes greater opportunity for their introduction.

I believe the manufacturers should give more attention, first, to seeing that the architectural engineers and users of lumber throughout the country are better educated as to the true merits of each wood species in such a manner as will cause them to use the quality or grade of lumber best adapted for the purpose intended; second, when the orders are placed, see that the manufacturer or wholesaler furnishes the grade and quality of lumber called for on the order. Heretofore, our associations have devoted their energies more in protecting the manufacturer against unjust claims, leaving it to the buyer and consumer to protect themselves. I think it is just as much to our interest for the associations to see that the buyer and consumer of lumber get what they buy.

### Encroachment of Substitutes

Years ago, when stumpage was not worth anything, and lumber so cheap, the substitutes had little or no chance to enter into competition, but now that the forests are being depleted and the price of stumpage has advanced, there is greater opportunity for their encroachment, and the manufacturers of substitutes are taking advantage of it. Having had to create a market for their product they have educated themselves along lines in which we lumbermen are deficient. Lumber having been used so long we have taken it for granted that the people know all about its uses, quality and classification, and, hence, have not considered it necessary to spend any energy trying to educate them. But the inroads made by the substitutes in the last few years is causing us to realize the seriousness of the situation. I do not wish to take up your time enumerating all the changes that have come about, because no doubt, you are familiar with the many uses lumber has enjoyed that have been displaced by substitutes. About the only articles which seem to enjoy immunity are sounding boards in pianos, axe handles and ox yokes.

The array of arguments being put forth by the substitutes would cause a Shakespeare or Webster to turn green with envy. In some cases there is merit, but many of their contentions are not substantiated by facts. And while false contentions being made by them at present may react against them later on, it is hurting the lumber

I figure the greatest good can be accomplished through the co-operation of all wood manufacturers, because, in the end, our interest is largely the same. It is difficult to increase the consumption of one wood without interfering with or decreasing the consumption of another, and the success or the progress of one wood at the expense of another will eventually react against wood products as a whole. For instance, the yellow pine manufacturers could reduce their prices and increase the consumption of their produce so long as the other woods would keep up their prices. But to do this would cause the manufacturers of competing woods to pile up stock, and unless the natural conditions of the country would bring about an increased demand for lumber, the competing woods would eventually lower their prices to meet the situation, and the yellow pine manufacturers would soon find their territory no greater, but the price less.

There are, however, many conditions and problems concerning the consumption of each wood species that require special treatment, and I should like to urge that each lumber association or manufacturer interested in any wood species appoint committees and devise means to protect our industry from infringement by the stubstitutes, and promote an increased demand in every direction, not at the expense or sacrifice of some other wood now being used, but in some new direction.

I should like to urge the appointment of a national bureau for the purpose of making scientific research in any direction which may be for the general benefit of all wood producers, and let the committees of the different associations, working on problems which affect all wood species, co-operate with the national bureau so as to avoid friction as between the different wood species, and try to work together with as little conflict as possible.

This bureau should work through and in connection with the laboratory at Madison, and all other scientific research laboratories and schools throughout the entire world. The government has established a laboratory at Madison and has invited us to aid and co-operate with them, but so far as I can learn we are not giving it an opportunity to be of any benefit to us.

The retailer, not being interested in stumpage, is naturally not so much interested in the future use of lumber as the manufacturer. It makes little difference to him whether he sells lumber or substitutes. Of course, if the substitutes are something he can not well handle, he will devote more energy toward promoting the use of lumber.

The silo business has proved to us how our lumber merchants compare with those in other lines of industry in promoting their product in some new direction. Most of the silos are being constructed of wood, yet, I dare say, 95 per cent of the wood silos constructed to date have been sold by silo manufacturers direct to the consumer through some other than a lumber dealer, although the dealers in most cases have been given first chance and urged to go after the business.

So we can not rely too much upon the retailer to promote the consumption of our product. However, we can not afford to overlook the fact that our interests can only be promoted through the retail lumber merchant, and instead of attempting any plan which would tend to antagonize the retailer, our aim should be to help him in every way we can. We can not be made as efficient in merchandising as those in other industries. We are in the ground and should be best qualified to cope with whatever contingencies may arise.

There are many difficulties that can be overcome if the manufacturers will co-operate more with the retailer, and through him amend their grading rules and classifications in a manner to meet the public demands. The manufacturers have been too independent in formulating their grades and classifications; in many cases they have been too one-sided, too little consideration has been given the requirements of the buyer or consumer, who, in the end, must be satisfied if the lumber is to be consumed. The retailer comes into direct contact with the consumer, the manufacturer does not. The retailer should, therefore, be solicited and his ideas given consideration when formulating our grading rules and classifications. I do not mean by this that he should dictate, but the demands of the buying public should be duly considered. This is more necessary under present conditions than it has been in the past.

Many of the retailers are going to oppose, for various reasons, some of the plans we may suggest, and it will doubtless be necessary to make experiments in different directions to find out just what course is best to pursue. All of this work should be looked after by committees appointed by the individual lumber associations and manufacturers of different wood species. The lumber salesmen throughout the country should be schooled along different lines. Instead of plodding along taking orders offered them here and there, they should be instructed to educate the retailer in a way to produce better results; they should report to the different bureaus which may be established any new construction of any nature in which wood could be used; and there should be a system of following up matters of this kind in the same manner as the substitutes.

I think the lumber associations depend too much upon their secretaries, and one or two other officers, to do all the work; and the few who are appointed on the different committees accept the appointments merely as a matter of courtesy and really make no effort to perform the obligations entailed. I have no definite plan by which to overcome our present difficulties, except that everybody interested in stumpage meet to discuss the necessity of promoting and protecting our interest. If that is done, I am satisfied it will not be long until we will be organized and accomplishing results.

### Duration Time Must Be Considered

Stumpage holders, who are not manufacturers, are not spending anything toward promoting the use of wood products, although they are just as vitally interested as the manufacturer, who is cutting up his timber at this time; in fact, more so, because interest is piling up on his holdings, and unless something is done to stop the inroads being made by the substitutes the chances are he will never realize cost out of his timber.

I think we have made a mistake in advertising how rapidly the forests are being depleted, as it has given to the manufacturer of substitutes and the public the impression that lumber is scarce, and therefore high priced.

It seems to be the object of the present selling organizations to try to get a few cents more for their product than their neighbors, and if this is done they seem to be content, believing that end of their business is being properly handled. In most cases the one having the largest selling force and spending the most money to beat the other fellow to the business, or beat him out of it, is considered the most successful in the selling department, although he creates nothing, does not increase the consumption of lumber one foot, and knows when he is taking the business that, sooner or later, the other fellow will either increase his selling force to get the business, or will cut his price sufficiently low to force it his way. So in our selling methods, instead of increasing our efficiency, benefiting ourselves and the world in general, we are adding to the cost of lumber. What lumberman here today has caused an increase in the consumption of lumber of one hundredth of one per cent during the

know of what in the last twenty five years has caused any increase in the consumption? Only a few years ago had any one suggested to the lumberman the use of wood blocks for pavement he would have been given little consideration; but someone, not interested in timber, introduced creosoted wood paving blocks and proved to the world that they are the best pavement on earth. Today we know it. As a result, their use has increased all over the world. The consumption of this item alone means more profit to the lumber manufacturer of all woods than the profits resulting in trying to advance the market price through different sales methods in force during the last ten years.

Just think how much more lumber could be consumed if some one should devise a cheap process of treating lumber so as to make it fireproof. Is it unreasonable to suppose this can be done? The chemists

accomplishing of this looks easier to me than the thousands of other things that have been accomplished. The great trouble, in my opinion, is, we have never given it enough thought or consideration. If the lumbermen—and especially those interested in timber—do not put forth any effort in this direction, who can we expect will do it? And this is only one means of increasing the use of lumber; there are many others.

The world today is not using half the lumber it could if every one were to use all the lumber actually needed, based upon the present plane of our civilization. We can not produce ideal conditions, but we can overcome many of our present obstacles and put our business on a better paying basis, and at the same time benefit the world as a whole in doing so, if we will only devote our energies in that

# Pertinent Legal Findings

### AUTHORITY OF PARTNER TO PURCHASE LUMBER

A partnership is not liable for the price of lumber purchased by one member of the firm for a purpose outside the firm's business, especially where it is apparent to the seller that the transaction was not within the scope of the firm's operations. (Alabama Supreme Court, Vinegar Bend Lumber Company vs. Howard, Hooks & Henson, 65 Southern Reporter, 172.)

### DAMAGES ON BREACH OF MANUFACTURING CONTRACT

Although one party to a lumber manufacturing contract ceases performance because the other party has broken the agreement, the former may recover as actual damages the amount of profits which he would have made on full performance of the contract, if such damages can be ascertained with a reasonable degree of certainty. If the loss cannot be so computed, the aggrieved party may recover the loss suffered by him in preparing to perform the contract. (United States Circuit Court of Appeals, Fifth Circuit; Hattiesburg Lumber Company vs. Herrick; 212 Federal Reporter 834.)

### INJURY TO EMPLOYE IN RAILROAD CAR

A lumber company is liable for injury to a checker while at work in a railroad car, caused by his foreman negligently permitting another car to be violently switched against the car, without warning to him, thereby causing the checker to be crushed between piles of lumber. (Oklahoma Supreme Court, Frisco Lumber Company vs. Spivey, 140 Pacific Reporter 157.)

### RISK OF LUMBER PILE FALLING

A laborer engaged in work near lumber piles assumes the risk of its falling, if it is piled in a manner commonly adopted by similar concerns. (Kansas City Court of Appeals, Gunning vs. J. R. Kelley Cooperage Company, 165 Southwestern Reporter 1140.)

### RIGHT TO ENJOIN LABOR UNION BOYCOTT

A manufacturer of building trim who employs non-union men cannot maintain suit to enjoin violation of the anti-trust laws of New York or of the United States through an agreement between members of carpenters' and woodworkers' unions not to accept employment involving trim used in non-union factories. Suit under the Sherman act must be brought by the United States and suit under the state law must be prosecuted in the name of the state. (United States District Court, Southern District of New York; Paine Lumber Company vs. Neal; 212 Federal Reporter 259.)

### DEFICIENCY IN QUANTITY OF TIMBER SOLD

Companies which sold timberlands, under a deed which did not warrant the quantity of timber standing on the land, are not liable to the purchaser for a deficiency under an estimate furnished by them, if the companies acted in good faith; the estimate having been made by two cruisers, one of whom was appointed by one of the companies and the other having been chosen by a former prospective purchaser of the property. This is especially true if the buyer of the property had ample opportunity to know how much timber was on the land before making the purchase. (United States District Court, Eastern District of South Carolina; Fidelity Trust Company vs. D. T. McKeithan Lumber Company; 212 Federal Reporter 229.)

### SHIPPER PRESUMED TO KNOW RATES

Under a recent decision of the United States district court for the eastern district of Arkansas, in the case of J. H. Hamlen & Sons Company vs. Illinois Central Railroad Company, 212 Federal Reporter 324, a shipper of lumber or other commodity from a point in one state to a destination in another is presumed to know what rates for such shipment have been filed with the Interstate Commerce Commission, and cannot recover damages from a railway company for misquoting such a rate.

### WARRANTY IMPLIED IN SALE OF LUMBER

In the sale of lumber of a specified quality and grade for future delivery, the buyer having no opportunity for inspection but relying on the seller to select, there is an implied warranty that the lumber furnished shall be of the quality and grade specified. In case of a breach of such implied warranty the buyer though he has not returned or offered to return the property or notified the seller of its defects, may plead the breach in recoupment of the purchase price when the seller sues therefor. (West Virginia Supreme Court of Appeals, Wilson vs. Wiggin, 81 Southeastern Reporter 842.)

### RISK ASSUMED BY EMPLOYE

An employe who attempted to pull a raveled strip from a revolving pulley belt in a lumber company's plant assumed the risk of being injured thereby, especially if he had been directed to report any defective conditions to another employe for repair. (Mississippi Supreme Court, J. J. Newman Lumber Company vs. Danzler, 64 Southern Reporter 931.)

### DAMAGES RECOVERABLE FOR LOSS OF EYESIGHT

Three thousand five hundred dollars is not excessive recovery for injury to an employe consisting in loss of the sight of one eye in an accident due to negligence attributable to the employer. (Arkansas Supreme Court, Ferguson & Wheeler Land, Lumber & Handle Company vs. Randolph, 165 Southwestern Reporter 628.)

### TIME FOR REMOVAL OF STANDING TIMBER

The right to an extension of time for removal of standing timber by a purchaser was not conditional upon commencement of cutting within the original period, under a deed which contained a clause reading as follows:

"Second. That the said second party, its successors or assigns, shall have and the same is hereby granted to it and them, the period of ten years in which to cut and remove the said timber from the said land, and in case the timber is not cut and removed before the expiration of the said period, then the said second party, its successors or assigns, shall have such additional time therefor as it or they may desire, but in the last mentioned event, the said second party, its successors or assigns, shall, during the extended period, pay interest on the original purchase price year by year, in advance, at the rate of six per cent per annum." (South Carolina Supreme Court, Midland Timber Company vs. J. F. Prettyman & Sons, 81 Southeastern Reporter 484.)

# The Lumbermen's Round Table

### FIRST AID TO THE INJURED

[illegible] the case of unusually large factories.

[illegible] injuries. Often a workman cuts himself slightly, wraps the cut in [illegible] which came to the attention of the writer recently, tetanus developed from an injury of that sort, and the man came near losing his life. The use of any of a number of well-known antiseptics at the time [illegible]

### THE COST OF COMPENSATION

[illegible] involving damages for fatal injuries inflicted in a sawmill resulted in an award of $8,500. While these amounts are high, they are not unusual, and the superior courts in most cases uphold them if the trial did not develop errors; in other words, it is seldom that a reversal is given on account of excessive damages.

This is one way to look at the subject of workmen's compensation. The law in most states where compensation has been adopted fixes the amount which can be recovered for fatal injuries or permanent disability at $3,000 to $4,000; and while this must be paid, whereas the verdicts referred to above were obtained only after litigation, it is much better to have a limited liability than an unlimited one, even though the latter may be the more easily escaped.

The desire to avoid litigation and trouble with employes is one of the chief reasons why many lumbermen are turning to workmen's compensation laws with relief.

### SHOWING THE LOG BUYER

A sawmill operator said that he believed most manufacturers of lumber make a mistake in not showing their log buyers exactly how their purchases turn out. He told of a recent case in which he had had the buyer for his mill go with him while several of a lot of logs which he had bought were being cut up.

"In one case it was found by actual measurement following the manufacture of the lumber" said the sawmill man "that we had lost money on that particular lot of logs while on another we came out somewhat ahead. The buyer apparently had not been able to see just what constituted a profitable purchase, but after a few lessons in the mill he will be able to appreciate the situation much better."

That of course is another way of saying that the log buyer ought to know something about sawing lumber.

### DO YOU LIKE YOUR JOB?

Are you glad you are in the lumber business?

Would you rather be a lumberman than a laborer in any other field?

If not you are missing a good many things in life. The only happy man is he who enjoys his work and is contented with his lot. Most of one's waking hours are spent at work and if this is distasteful, and pleasures are limited to what may be found outside the range of one's duties, the daily round must seem a dry and dull performance.

On the other hand, the real lumberman—the one who may be counted on to make a success—enjoys his work every minute of the day. That is why he is willing to put in his hardest licks, to work long hours and to make sacrifices of every kind in order to help his business. He likes to make, handle and sell lumber, and he loves his business. He is bound to succeed.

[illegible]

### RESISTING A TEMPTATION

[illegible] is weak and buyers are holding off, when consumption is light and stocks are heavy, the easiest thing in the world is to go out and slash prices in the hope of attracting a few stray orders.

It's a bad business, of course. It means losing money for the concern that resorts to this expedient. It may bring in a little cash and help to meet the pay roll and keep the force at work, but it is money that big interest must be paid on.

The thing to remember is that it's a lot easier to get prices down than up. When you have established yourself as being willing to supply certain material for less than your competitors, you have made yourself known as a "cheap John" lumberman. Even while the customer may take advantage of your bargain offering, he decides, down in his heart of hearts, that yours can't be a very good concern to do business with.

Bought business may look attractive when trade is quiet, but in the long run it's an expensive luxury. Hold to your prices and make every sale bring a profit. Then you can come back with good grace when the situation improves.

### THE USE OF TRACTORS

A good many sawmills out in the country where timber is not so plentiful as it once was, and must be brought a considerable distance to the mill, are using steam traction engines as a means of hauling logs. The log capacity of the tractors is, of course, great as compared with any other method of handling, and the time saved is also a consideration of moment. The use of equipment of this kind might not be practicable over all sorts of going, but it seems to be a good idea for mills in a great many localities.

Contrasting this with the methods the writer has seen used in some parts of the country, where logs are hauled with oxen, it is hard to understand why the latter system is adhered to. Sometimes a yoke of oxen pulling a wagon carrying a single log will spend the greater part of a day in getting to the mill and back; and including the cost of the time of the driver, and the use of the equipment, the handling charges appear to be excessive. When machinery can do the work better, why stick to obsolete methods?

### THE BIG STOCKS OF TOMORROW

"We may think a good many lumbermen are carrying large stocks," said a hardwood man recently, "but with the constantly emphasized tendency of the consumer to carry little or no lumber on hand, the jobber of tomorrow must have really immense stocks, so that he can fill promptly any order whatsoever from the consumer. Service, meaning immediate delivery, will be the watch-word, and the consumer will insist on getting the lumber without delay, because he will have to have it. That will be one of the necessities of the new system, for the consumer, who is letting the lumberman carry the stock, cannot afford to wait for weeks while the jobber markets around for the item. It will be up to the jobber to be able to ship promptly, by reason of having sufficiently large stocks to take care of any business that may happen to come his way. This, it seems to me, will strengthen the position of the big concern able to carry an immense stock. What will happen to the little fellow is hard to predict."

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The older heads in the business don't always know more about it than the younger fellows, but they have had more opportunity to learn and perhaps have taken a reasonably fair advantage of it.

Making prophecies is foolish business, yet right now conditions are such as to make the onlooker want to advise the consumers of lumber that the time is ripe to stock up heavily for future needs because there is not likely to be a better chance or lower prices.

# Fred Arden Diggins

The death of Fred Arden Diggins at his home at Cadillac, Mich., on Tuesday of this week, is an event which will not leave a mere temporary shock, but which will result in a sense of loss, a suddenly created void, which it will be impossible to fill. Mr. Diggins' knack of making all of his friends feel that he took a personal interest in their affairs will have the effect of making his loss a personal one to all of his many close acquaintances in the hardwood and other fields.

Mr. Diggins died suddenly of heart failure at 2:30 o'clock, Tuesday morning, July 7. He was taken seriously ill in December, 1912, at which time his life was despaired of. However, excellent treatment and a strong constitution pulled him through and it seemed that he was gradually overcoming his ailment. In fact, in the last few months he was coming back more actively into his old affairs and of late attended a number of meetings and conventions, and has taken care of his regular duties, seemingly enjoying life and being in good health and spirits. Mr. Diggins took special pleasure in making the fourth of July celebration at Cadillac, of which he was chairman this year, the greatest success of any in its history. In addition to supervising the details of this work he took care of his other duties and was around as usual at his office on Monday, writing a number of letters, but leaving at noon complaining of not feeling very well. He visited the barber shop in the evening and received company until 9:30 on Monday night. At 10:30, however, he was abruptly seized with violent pains in the region of his heart, this condition growing constantly more serious, up to the time of his death at 2:30 in the morning.

Mr. Diggins leaves a widow, Mrs. Carrie E. Cummer Diggins, two daughters, Mrs. Donald A. McMullen and Miss Dorothy Diggins, and a brother living at Harvard, Ill.

THE LATE FRED ARDEN DIGGINS, CADILLAC, MICH

Fred A. Diggins was born on a farm near Harvard, Ill., July 8, 1862. Thus at his death he was but one day short of fifty-two years of age. He was brought up on the farm, spending his childhood and early life in that section and receiving his education in the public school and receiving also his early training in life under the wholesome discipline of the farm. In 1879 he moved to Osceola county, Michigan, living at Hersey, at which place he remained for a short period as bookkeeper. In 1880 he entered the Grand Rapids Business college, taking instruction in that institution for two years, at the end of which period he accepted a position as bookkeeper for his brother, Delos F. Diggins, with whom he was associated until the latter part of 1886.

In the fall of the year he went to Cadillac and entered the employ of a private banking firm, D. A. Blodgett & Co., continuing in this connection for the two years ensuing.

In 1888 Mr. Diggins organized F. A. Diggins & Co., entering at that time his first effort as a lumberman operating on his own responsibility. This arangement continued until 1897 at which time Mr. Diggins became associated with Joseph Murphy, the two organizing the firm of Murphy & Diggins, which firm has continued up to the present time.

In addition to his connection with Murphy & Diggins, the deceased was a strong factor in many other business affairs in Cadillac and other points. He was treasurer of Cummer-Diggins Company, Cadillac; president of the Northland Lumber Company, Green Bay, Wis.; secretary of the Cummer Lumber Company, Jacksonville, Fla.; vice-president of the Grand Rapids Lumber Company, Grand Rapids, Mich.; treasurer of the Mitchell-Diggins Iron Company of Cadillac, and a director in the Cadillac State bank and the St. Johns Table Company of Cadillac. In addition he was interested in timberlands in Oregon and the upper peninsula of Michigan.

Mr. Diggins, aside from his direct business work, was powerful in many affairs of the state and the national hardwood associations. His counsel was always sought and accepted because of his keen mind and absolute fairness. Mr. Diggins was president of the Michigan Hardwood Manufacturers' Association from 1907 to 1908, and president of the National Hardwood Lumber Association, 1909-1910. He made an unusual record during his terms of office with both of these associations. Since his terms expired he had been one of the prominent men who had shaped the policies of both organizations up to the time he was taken seriously ill, December, 1912. Since then he has not been able to give much attention to business affairs until recently when he had been recovering from his illness.

In 1890 Mr. Diggins married Carrie E. Cummer, daughter of Jacob C. Cummer, and sister of Wellington Cummer, two of Cadillac's pioneer lumbermen. He attended the Congregational church at Cadillac, and both he and his wife were large supporters of Olivet college. As a philanthropist, Mr. Diggins while modest in his manner of helping others, was very generous in the extent of

He represented his district at state and national conventions on several times afterward. When he first took this position he was under thirty years of age. At the last National Republican convention at Chicago Mr. Diggins again represented his district.

The features of Mr. Diggins' character, which business acquaintances will recall most distinctly, were his magnetic personality, the belief he always inspired in the absolute fairness and broad-mindedness of all that he ever said and did; his unusual modesty and his knack for making close personal friends of all of his acquaintances.

Mr. Diggins was a rare character, a combination of strong and sterling points, which are very seldom brought together. His death at this time, when he had reached that degree of attainment which would not only enable him to enjoy life to the fullest had he been favored with better health, but to become an even more powerful factor for advancement along the right lines in

Mr. Diggins' funeral was held from the family residence at Cadillac, on Thursday afternoon, July 9. The Rev. H. C. McComas, Princeton, N. J., a former friend and pastor, officiated, with the Rev. Jonathon Turner, pastor of the Congregational Church of Cadillac, assisting. The burial was in the Maple Hill cemetery of Cadillac. Many relatives and friends from out-of-town attended the services, the funeral being the largest ever held in Cadillac.

# The Mail Bag

Any reader of HARDWOOD RECORD desiring to communicate with any of the inquirers listed in this section can have the addresses on written request to the Mail Bag Department, HARDWOOD RECORD, 537 South Dearborn Street, Chicago, and referring to the number at the head of each letter and enclosing a self-addressed stamped envelope.

### B 754—Wants Buyers for Clear Ash Squares

Can you tell us the names of consumers that would be interested in this

This concern is in a position to furnish what it sells and anyone interested in these items will do well to write HARDWOOD RECORD for the name and address of the inquirer.—EDITOR.

### B 755—Wants Clear White Oak Rough

4x4 clear white oak rough? This can be from 8 to 16 feet long.

Manufacturers interested in this inquiry should write this office.—EDITOR.

### B 756—Wants to Dispose of Gum Squares for Handle Manufacture

facturers who use gum squares in the manufacture of handles.

Anyone interested in this inquiry should address this office.—

### B 757—Does Not Buy Lumber

Columbus, O., June 24.—Editor HARDWOOD RECORD: We are receiving daily a great many letters similar to yours of the twenty-second, and it seems that the lumber trade is under the impression that we are lumber dealers and operate an extensive lumber yard. We wish to advise you repair business and consequently buy very little lumber.

If you care to mention this fact as a matter of news we will appreciate it very much as it would save many of your subscribers the trouble of mailing us letters regarding lumber which only find their way into the

### B 753—Wants Plain White Oak

New York, N. Y., June 23.—Editor HARDWOOD RECORD: I wish to get in communication with mills in a position to furnish plain white oak 1" and 1¼" thick, 2", 2½" and 5" wide, 3½' and up long, free from rot and free on one face from sap, knots and other defects, rough, bundled.

Interested parties should write HARDWOOD RECORD.—EDITOR.

rence pretty difficult to become reconciled to.

The following letter [illegible] from ex-President Charles H. Barnaby of the National Hardwood Lumber Association, is a fitting sketch of the character of the deceased:

[illegible] splendid character and know him as a man among men. I always left

### B 754—Wants Panel Connection for Eastern Territory

New York, N. Y., June 24.—Editor HARDWOOD RECORD: I am now endeavoring to ascertain from various concerns in the lumber trade here whether they could furnish me with any information as to the various veneered panel manufacturers in the West, to enable me to communicate with them in relation to furnishing their product in this territory. It appears that the certain parties of whom I had made these inquiries, have referred me to your office in Chicago, stating that they had no record here as regards veneered panel manufacturers, although they could have furnished all sorts of information regarding the hardwood lumber.

What I wish to convey to you is, that I am an eastern representative selling interior trim, doors, panels, etc., etc., but have learned from my clients within the last six months that the competition on veneered panels from the West has become so exceptionally keen that it is really a physical impossibility for me to compete with them any further.

As I am extremely anxious to maintain the clientele that I labored so unceasingly in establishing at this end in the past four or five years, I beg to inquire whether you would kindly furnish me with a list of panel manufacturers out in the West with whom I might communicate in order to obtain a representation in their behalf, for the purpose of selling panels in this territory. If you have such a list of panel manufacturers on your records, I shall esteem it a special favor if you would kindly forward the same to me at your earliest possible convenience, which I can assure you will be very highly appreciated.

When forwarding me the above information, I respectfully inquire whether you could refer me to any particular manufacturer who is exceptionally reasonable on this veneered panel product, as above mentioned. The competition in this territory is so exceptionally keen that it is absolutely essential for me to seek connection with a concern that is exceptionally reasonable, and could meet sharp competition consistent with first class material and workmanship.

Thanking you very kindly for your courtesy and consideration in this matter, and awaiting to hear from you at your earliest possible convenience, I beg to remain,

Yours very truly,

### B 755—Creates Wrong Impression

HARDWOOD RECORD is in receipt of the following letter which was written to correct an impression that this company is in financial difficulty:

Eau Claire, Wis., July 3.—Editor HARDWOOD RECORD: We have your letter of June 29 and are pleased to acknowledge the sentiment and good fellowship feeling expressed therein. We have nothing in particular to report at this time, except that we regret hearing a report or rumor concerning this company's financial and business relations, circulated possibly by someone who does not know the facts.

It is true that one of Mr. Kaiser's companies in which he was heavily interested has become financially embarrassed, and as this company at Eau Claire has no connection with any of Mr. Kaiser's other interests or companies, we naturally were not affected, and therefore are doing business as usual at the same old stand, with as much vigor and aggressiveness as ever.

We may also add that our company today, financially and otherwise, is stronger than it has ever been, and we know of no time when this company failed to meet the payment of any obligation at maturity.

Our sawmill is running ten hours per day, and we expect to continue the same throughout the year. We are supplying our sawmill with logs daily direct from the woods, which means that our logging operations are also a continuous operation when the mill is running. Under this system of operating we have every advantage over others who are obliged to harvest their product during the winter months, and we are therefore prepared to furnish not only the regular run stock of lumber, but are in excellent position to furnish odd sizes and lengths of lumber that ordinarily would be hard to furnish from a winter cut stock of logs.

Our business has been very satisfactory in face of the general complaint made concerning a depressed condition. We could do more business, but are contented with the amount of business done so far this year; and we think we have had a fair share.

JOHN H. KANTER LUMBER COMPANY.
By John J. Ott, Vice-President.

**B 756—Changes Office**

Saginaw, Mich., June 26.—Editor HARDWOOD RECORD: We beg to announce that after July 1 our offices will be located at 814 Majestic building, Detroit, Mich. THE DIGBY LUMBER COMPANY.

# *Clubs and Associations*

### Kraetzer-Cured Gum Manufacturers to Meet

HARDWOOD RECORD is advised that all those southern manufacturers who are using the Kraetzer preparator in the treatment of their gum lumber will meet at the headquarters of the Gum Lumber Manufacturers' Association, Bank of Commerce and Trust building, Memphis, Saturday, June 25, at 10 a. m. This will be a sort of an experience meeting and each manufacturer will be expected to give his experience in connection with the Kraetzer preparator and to exchange ideas and suggestions with the others present.

HARDWOOD RECORD will watch with interest the developments of the meeting as this apparatus has proven that it is an important factor in gum manufacturing if properly handled, and the experience of these men will give an accurate idea of the actual accomplishments from the use of the preparator.

### Wrong Figures Given for Winners of Chicago Golf Trophies

The last issue of HARDWOOD RECORD contained a complete list of results of the eighth annual tournament of the Lumbermen's Golf Association of Chicago which was held on the Ridgemoor Country Club course on Tuesday, June 22. The results as there are reported were substantially the same as the following results, but there are a number of corrections due to errors in the computation of the official score keeper, which have since been checked.

The American Lumberman cup for lowest gross score afternoon play was won by Addison E. Stillwell of Chicago with a score of 81. In addition to the cup Mr. Stillwell received a gold medal. Second was N. J. Foye.

The Herbert S. prize for match play against bogey, afternoon, posthree-quarters handicap to apply, was won by F. R. Gadd with a gross score of 87 and 20 handicap, making net score of 67.

The Lumbermen's Club of Chicago trophy for best net score on odd holes, afternoon play, was won by Jacob Mortenson.

The E. A. Thornton cup for best choice net score on eighteen holes was awarded to E. A. Long.

J. S. Wood won the W. J. Foye trophy for best net medal score, afternoon play.

E. A. Crossett of Davenport, Iowa, was winner of the Percy F. Stone cup which was awarded to putting match with all players having a par or better score for day's play on the eighteenth hole.

The first flight prize presented by John E. and Frank J. Burns was won by J. W. Carey. Percy F. Stone was runner up.

F. L. Lane was winner of the second flight prize presented by R. W. Fullerton of St. Louis.

The third flight prize went to E. A. Thornton. This prize was presented by J. F. Mingea.

The fourth flight prize presented by the Lumbermen's Golf Association was captured by Perley Lowe.

P. F. Stone of Rockford, Ill., won the Old Boys' trophy for best net medal score afternoon play for players fifty-five years and over.

### Forthcoming Functions of Philadelphia Lumbermen

The Philadelphia Wholesale Lumber Dealers' Association will hold its annual summer outing at the Huntingdon Valley Country Club grounds, July 23. The members who are golfers will take advantage of the occasion to play a game on these famous links in the afternoon. A dinner will be served in the evening when the non-sporting members will be present. A meeting which will be held after the dinner will, as usual, wind up with a good fellowship gathering.

The annual base ball game between the wholesalers and retailers will be played on the Strawbridge & Clothiers' Athletic ground, Thursday, July 16, at 2:30 p. m. This game, the proceeds of which go to a charity voted to deserving charity, is always popular and largely attended. As the wholesalers trounced their customers, the retailers, last year, the latter are up for a severe retaliation, and a stiff game may be looked for. Meetings are being held to decide upon two reliable umpires, and practice games are played in strict secrecy as a preparation. James B. McFarland, Jr., has been selected as captain for the wholesalers, and Joseph Hyde will act for the retailers.

### Philadelphians Have Enjoyable Outing

The Sawdust Club of the Union League, Philadelphia, as guests of the newest baby member, Eugene W. Fry, president of the Henrico Lumber Company, spent a delectable three days' outing—June 26, 27 and 28—at the Egypt Mills Club, Egypt Mills, Pike County, Pa. At 12:15 on Friday, June 26, a lively bunch of sixteen in distinctly receptive mood for scenes and sports bucolic, met at the Union League where automobiles were in waiting for the start. The club grounds are located in one of the most beautiful sections of Pennsylvania, about four miles above Berkshire Falls, where after a speed through an ever-changing environment of hill, valley, undulating sward and lucid stream, stopping only occasionally for a draught of ginger ale (?) and other light refreshments, they arrived at about six o'clock. After the regalement of a finely appointed dinner, the evening was devoted to promiscuous story telling, and as John T. Riley is a born reconteur, his listeners were kept in roars of laughter. On Saturday morning a number of the party selected to motor through the surrounding country; a few who are devotees of the gentle art of Izaak Walton, wended their way with pretentious hook and line to the inviting streams for which Pike county is renowned. With what success they faithfully tickled their waters is a part of the story that has not as yet been told. Eight of the party branched off to Buckwood Inn Court, Shawnee, where they spent the afternoon wholly absorbed in their favorite game of golf. The evening brought them all together again in delightful camaraderie, which they made the most of as they realized such an enjoyable rural frolic was not an every-day blessing. On Sunday afternoon they started for home—the day was fine, and the trip without stop except for long distance halts for a cooling (?) draught for dust lined throats, until they reached the Huntingdon Valley Inn, where they partook of a sumptuous dinner, which wound up what was unanimously pronounced the most enjoyable picnic ever conceived and carried out by this association of jolly good fellows.

### A Correction in National Convention Report

In the report of the seventeenth annual convention of the National Hardwood Lumber Association, HARDWOOD RECORD said that President Babcock was nominated by H. R. Humphreys of the Aberdeen Lumber Company, Pittsburgh, Pa. This report is correct as far as the name is concerned, but Mr. Humphreys is not connected with the Aberdeen Lumber Company of Pittsburgh, but is president of the Hadentine Lumber Company, Camden, N. J.

### Summer Meeting of Northern Hemlock and Hardwood Association

The bulletin of the Northern Hemlock and Hardwood Manufacturers' Association announces that the regular summer meeting of that organization will be held at Menominee-Marinette, July 28-29. In addition to the business sessions the meeting will feature some attractively arranged social entertainments, hence the decision to make it a two days' session instead of one.

The business sessions will be of vital interest to every member, one of the most important reports being that of the advertising committee, at which complete statistics will be offered showing the actual results of the advertising campaign.

The usual excellent report of the bureau of grades will be presented and, in addition, J. E. Rhodes, secretary of the National Lumber Manufacturers' Association, will talk on general business conditions.

A treat is promised in an address on fireproofing of woods. Other interesting and helpful talks will be the report of the railway and legislative committees, discussion of the work of the Chamber of Commerce of the United States of America, and the report of the efficiency committee.

The business session will take place on the first day entirely, and the second day will be devoted to an excursion across Green Bay to the state park. Local lumbermen have provided an automobile ride for the ladies, which will take place at 2:00 p. m. on Tuesday, while visiting men will be entertained similarly in the afternoon immediately on conclusion of the second session. The party will return to the hotel about 6:30 or 7:00 p. m. and all will dine at the Hotel Menominee at about 8:00.

On Wednesday everybody will leave Menominee by steamer at about 9:30 a. m., going to Fish Creek and Ephraim, Wisconsin state park. Dinner will be served at Eagle Inn, Ephraim, at 12:30. From there the steamer will take them to Sister Bay, from which point the party will return to Menominee at about 5:00 or 5:30, thus enabling out-of-town people to get their supper and catch the evening train to connecting points.

### National Commissary Managers' Annual

The National Commissary Managers' Association will hold its fifth annual convention at the Seelbach Hotel, Louisville, Ky., August 18,

Institution

Annual Meeting of Michigan Hardwood Association

trolling are urged to be present at this session.

### Program of Chicago Lumbermen's Picnic

which will take place on Wednesday, July 22. Unusually extensive preparations for events have been made, as well as provision for other entertainment, and, as a result, this outing will be most effective as a dispeller of the gloom which more or less surrounds the lumber business

Several places were suggested, but Ravinia was an almost unanimous

over this amount.

For the benefit of those whose recollection of the last dinner at occasion an entirely different management, and one which was proven to be inefficient, was in charge of the restaurant on that occasion. This year, however, experienced people have that department in charge and a satisfactory dinner is absolutely assured.

Admission to the dinner will be by tickets only and reservations must July 20. Those who have failed to order tickets by that time will have to take their chances on such service as can be given them after holders of tickets have been provided for.

It can be readily appreciated, therefore, that it would be good policy to purchase tickets before that date. It is only necessary to advise Secretary Hooper as to the number of tickets desired and these will be promptly mailed and charged against the inquirer.

Orchestra will give concerts at 2:00 p. m. and 8:00 p. m., with sp

Bowling is a list of events and officers in charge:

old boys, soft ball.

years; peanut race, under 6 years; three-legged race; derby race, ball-throwing contest, ladies; cocktail race, ladies and men; egg-rolling contest, ladies; golf, putting, and approaching and putting, men; putting, ladies.

Dinner served in casino at 12:45 p. m.

The following have donated prizes for the athletic events:

Lumbermen's Association, Lumbermen's Club, Lumbermen's Mutual Casualty Company, Crandall & Brown, Herman H. Hettler Lumber Company, Hilgard Lumber Company, Lord & Bushnell Company, Mears-Slayton Lumber Company, Oconto Company, Pilsen Lumber Company, Spencer-

JUDGES—P. L. Brown, Charles Darling, George C. King, Murdock MacLeod, E. W. Meeker, A. C. Quixley.

# With the Trade

### A New Method of Piling and Unpiling Lumber

Canada the very efficient and practical lumber Illustrated in the accompanying photograph.

The inspiration behind Mr. Hilke's inventi operations of this company However, his invention is so and helpfully adapted to work in any lumber yard in any part of the country.

An explanation of the workings of this machine offered by the Hilke Stacker Company states that the lumber is loaded on the rack in the pile at the bottom, these racks conveying material over the top and down the other side into the hands of the stacker. The stacker is able to swing boards on a level with his waist line, thus getting a good level, enabling him to do his work more rapidly and more efficiently. As the endless chain is moving constantly, by the time he has swung one end of

A MONEY SAVING LUMBER LOADER AND UNLOADER

the board around while the other end is resting on the rack, the support has sent it far enough so that he can complete the operation without having to lift the board at all. It simply comes off on the pile on a level with the top of the stock as far as it has been built up.

It is claimed that the chains traveling from thirty to thirty-three feet a minute will deliver various sizes of lumber from 1x4" to 4x24" at the rate of from 7,000 to 20,000 feet per hour.

It is not necessary that any special enlargement of the alley be made to accommodate the machine, which will work on tracks, planked alleys, or in fact on any kind of alley that is ordinarily used in sawmill or lumber yards. The power used is electric and a very simple and efficient system has been worked out by the manufacturer.

While it was expected that a great deal of business will be done with the regular line of lumber pilers, the company is equipped to manufacture special pilers for timber and for loading and unloading cars, and also it will expect to do considerable business in its elevator and lifting iron bars.

A more complete description is contained in the catalogue which can be secured from the Hilke Stacker Company, No. 1 Broadway, New York City.

### A Consolidation of Lumber Companies

C. A. Cook of Milwaukee, Wis., who since September 1, 1913, has been doing business at 823 Chambers street under the caption of "Charles A. Cook" and C. E. LeCrone of New Orleans, La., who since February 1, 1914, has been located at 626 Whitney Central building, operating under the firm name of "St. Charles Lumber Company," have joined forces and the new company thus formed will be known as the Cook-LeCrone Lumber Company.

Mr. Cook during the past fifteen years has been associated with such well-known concerns as the Hackley-Phelps-Bonnell Company of Grand Rapids, Mich., the J. O. Nesser Lumber Company, and Edward Hines Lumber Company of Chicago, Ill. He is well and favorably known as a northern lumber circles as being a man who has made good at the manufacture and marketing of lumber, and his friends predict for him in his new connection a continuance of the success that has marked his earlier efforts.

C. E. LeCrone, the junior member of the new concern scarcely needs an introduction to the lumber trade as for the past twenty years he has been prominently identified in a manufacturing and selling capacity with some of the largest northern and southern companies, among whom might be mentioned the Burt & Brabb Lumber Company, Ford, Ky.; C. Crane & Co., Cincinnati, O.; W. M. Ritter Lumber Company, Columbus, O.; Simpson Bros. Lumber Company, Ellijay, Ga.; Robinson Lumber, Veneer & Box Company, New Orleans, La., and the Tallahatchie Lumber Company, Phillip, Miss., and while regarded as a high grade all-around lumberman he has attained his greatest success in the sales department, being looked upon by those who know him as a sales manager of more than ordinary ability. His unique advertising methods has made the name of C. E. LeCrone as well known among the large wholesale consumers of the country, as the lumber he has furnished them.

Mr. LeCrone will retain the present offices of the St. Charles Lumber Company, and look after the southern end of the business, such as the purchasing of stock, contracting mill cuts, etc., and will also give special attention to the sales end of the business, while Mr. Cook from the Milwaukee office will attend to the buying and selling of northern and western stock as well as assisting in the sales of stock coming from the South. He will also look after the financial end of the business as all accounts will be handled from the Milwaukee office. Mr. Cook being an expert accountant.

The new company starts off auspiciously, having several mills under contract and excellent connections with others which assures it of a choice supply of stock, and while it will specialize in hardwoods, it will also handle cypress, yellow pine and west coast products. Inquiries may be sent to either office.

### The Door Beautiful

HARDWOOD RECORD acknowledges receipt of a most beautiful and unusually complete book illustrating and describing the products of the Morgan Company, Oshkosh, Wis., manufacturer of doors. This book breathes the spirit of the woods in all of its illustrations. It is a fine example of the possibilities of the modern printing art.

HARDWOOD RECORD will not attempt to describe it in detail, as this would be impossible without a very lengthy story, but it is well worth writing for.

### To Analyze Lumbermen's Problems

Having inaugurated a policy of keeping in the closest possible touch with the forestry and lumbering problems in the chief forest regions of this country and Canada, the American Forestry Association has arranged with E. T. Allen of Portland, Ore., forester of the Western Forestry and Conservation Association, to assist it in presenting through its magazine, American Forestry, those of the Pacific coast. These are the problems which face the owners of the forests, those who cut, manufacture and market the lumber, and those who wish to secure the best use of the forests and their products.

Mr. Allen is thoroughly well informed regarding the Pacific coast conditions and has wide knowledge of the subject and his grasp of future possibilities will enable him to render valuable aid in this important work.

This series of articles, now being prepared for American Forestry, will treat of every important phase of forest and lumbering conditions, and they will give to the general public a knowledge of what the forests of the western coast mean to users of lumber—such a knowledge as comparatively few people now possess.

### E. B. Brown Opens Memphis Office

E. B. Brown, the hardwood lumber, wagon and chair stock man of Buffalo, N. Y., called at HARDWOOD RECORD offices a few days ago and announced that he has completed arrangements for the installation of an office in the Bank of Commerce and Trust building, Memphis, Tenn., at which office his son, W. Rexford Brown, will be in charge. This move is a result of the growing difficulty in securing satisfactory stocks from the northern states from which Mr. Brown has in the past years secured most of his lumber and special stock. He has concluded that it becomes necessary to go further south into the general hardwood producing section and for this reason has opened the buying office at Memphis.

A separate company has been organized to be known as the Eddy B. Brown Lumber Company of which E. B. Brown is president and W. R. Brown secretary and treasurer. The company is capitalized at $15,000 and it is expected will handle about 200 cars a year.

While Mr. Brown will have direct charge of the office, E. B. Brown announces that he will spend several months getting the office lined up properly and that the company will start out with one buyer on the road constantly.

Those in the trade who recognize Mr. Brown's exceptional abilities in the special line to which he caters will be glad to hear of his new move, which means that he will be better qualified than ever to satisfactorily handle his large trade in that particular field.

### New Chicago Firm

Old friends of Alf. Bennett of St. Louis, Mo., will be pleased to learn of his new connection at Chicago. Mr. Bennett with P. F. Sherman have formed a co-partnership to be called the Sherman-Bennett Company. This company will be located in the Fisher building and will be selling agent for the Como Manufacturing Company of Como, Mo. The concern is a large manufacturer of oak and cypress lumber and red oak ties.

Mr. Bennett's connection is with the president of the Como Manufacturing Company. Mr. Sherman is well known in the Northwest, having been engaged in business in Sioux Falls, S. D.

### Memphis Band Mill Company Opens Chicago Office

A. P. Baker, who has been prominently connected with the Memphis Band Mill Company of Memphis, Tenn., since that concern was organized, has been placed in charge of the company's trade in the territory from Iowa and other Mississippi river states east to the Atlantic coast.

Mr. Baker has been long connected with lumber business, starting with his father in Indiana twenty-five years ago. He subsequently became connected with C. Crane & Co. of Cincinnati and later went with the Mowbray & Robinson Company, also of that city. Later Mr. Baker went into business for himself at Chattanooga where he handled southern hardwoods. In 1908, however, he accepted a position with the National Hardwood Lumber Association, being located at New Orleans, La., and from this position he went with the Memphis Band Mill Company.

Mr. Baker will be located at the Grasmere hotel.

### Skidders to Suit Individual Requirements

The Great Southern Lumber Company of Bogalusa, the King-Ryder Lumber Company of Bon Ami and the Meridian Lumber Company of Meridian, all in Louisiana, have each recently bought Lidgerwood skidders and it is an interesting fact that although each of these skidders has four lines and each has a swinging loading boom and each is to work in Louisiana in timber of the same kind, yet each skidder is different from the others in some interesting particulars.

Progressive lumbermen who carefully study the conditions under which their work is done find individual advantages in certain directions and for this reason insist upon habing their machines desgned and built to suit their favorite methods.


## Timber Land For Sale

5000 acres of excellent well drained timber land in the RED RIVER VALLEY in Southwestern Arkansas. Land in solid body and all on navigable stream. A careful cruise by a capable cruiser shows more than 50,000,000 feet of virgin hardwood timber, consisting of 20 per cent Red Gum, and the balance Oak, Cottonwood and Ash. The ash is exceptional in quality and there is about 6,000,000 feet of very fine virgin cottonwood.

The tract is surrounded by improved farms, owned and operated largely by Northern men, and valued at from $50 to $100 per acre.

**Price $25.00 Per Acre**

For further information address

D. E. SHERRICK, American Central Life Bldg.
Indianapolis, Indiana.

# "ANDREWS"
## Condensing Moist Air Lumber Driers
Are
Always On the Job

Changes in barometer pressure, wind pressure or wind direction cannot affect the drying of the lumber in the "ANDREWS" CONDENSING KILNS.

Lumber dried in these kilns is of uniform dryness, soft in texture and as free from checks and honeycombs as when put into the kiln, and it may be dried faster than in any other kiln.

Information for the asking.

DRIER DEPARTMENT

**The A. H. Andrews Co.**
115-117 S. Wabash Avenue
CHICAGO, ILLINOIS



**MATHEWS STANDARD**
## Gravity Lumber Conveyer

coupled together and assembled to [illegible] over which lumber, flooring, dimension stuff, etc., will [illegible] four per cent grade. Adjustable Jacks supplied to [illegible] line and secure proper grade. Light, strong and [illegible] Been in successful use for past ten years.

Prices quoted on receipt of information as to [illegible] and total distance to be conveyed. Send [illegible]

SPEED- MATHEWS GRAVITY CARRIER COMPANY SAVING ECONOMY

Main Office and Factory
ELLWOOD CITY, PENN.

Branch Factories:
TORONTO, ONTARIO
LONDON, ENGLAND


The Meridian Lumber Company has been using several makes of machines in [illegible] successful operation of the Long Bell machines and the one it bought is of that type. While the other two machines mentioned above have steel frames this machine has a wood frame. One important difference between this machine and those of the Long Bell company is in the character and arrangement of the skidding blocks at the boom end. These blocks are [illegible] by R. L. Boyd of the Meridian Lumber Company and was added after the machine arrived in the woods. This machine carries on the tank car a horizontal return tubular boiler of 125 H. P.

These variations are all made easily possible because of the Ledgerwood [illegible]

### Appeals for Funds for Hoo Hoo Building at San Francisco

[illegible] Mr. Bruce is one of the enthusiastic members of the board of governors having this project in hand, and feels certain that prompt and gen[illegible] of the Rocky Mountains when the appeal for support by taking memberships in this enterprise is made to them. He is also confident that [illegible] both for the good of the order and because they want to feel independent [illegible] at both St. Louis and Seattle expositions appealed strongly to all members of the order and all lumbermen, and considering the privileges gained for self, family and friends, the $9.90 that a membership costs [illegible]

Although the first appeal for funds for this project was made to lum[illegible] that presentation of the matter, on account of the depressed condition of the lumber industry, having caused them to establish a policy of rejection of all subscription enterprises, will promptly respond as loyal [illegible]

[illegible] ips without waiting for solicitation, and this spontaneous action has been very much appreciated by the board of governors. It is earnestly hoped and expected that many others will now follow suit and send in [illegible] C. E. DeCamp, Treasurer, Kohl building, San Francisco, Cal.

### Utilization of Wood By-Products Will Be Studied

The Secretary of Commerce has [illegible] agent, Prof. H. K. Benson of the University of Washington at Seattle, Wash., to study the utilization of by-products of the lumber industry abroad. Prof. Benson will take up this work at once, and will sail for Europe at an early date.

It is intended to make a constructive study of conditions with respect to the utilization of wood by-products for the promotion of the interests of the important lumber industry of the United States. Other representatives of the bureau of Foreign and Domestic Commerce will also make intensive studies of possible markets for wood products of all kinds, probably in European and South American countries.

# Pertinent Information

### Important Freight Developments at Baltimore

The presidents at the annual meeting of members of the board of directors of the National Lumber Exporters' Association at the annual meeting of the National Hardwood Association in Buffalo was taken advantage of to call a meeting of the board at Washington on June 23, when various matters of interest to the organization were discussed. Present at the meeting were President Fred Arn, Chattanooga, Tenn.; George M. Spiegle, Philadelphia; Chester F. Korn, Cincinnati; J. W. McClure, Memphis, and J. M. Price, of Baltimore, the latter acting as secretary. The report of the treasurer showed the association to be in an excellent financial condition, with a balance in the treasury, while the report of the secretary stated that various additions to the roster had been made since the last annual meeting, and that the membership list was now greater than ever. Some other reports were laid before the directors and then the Pomerene bill, which provides a definite form for bills of lading, and which in a way supplements the Harter act was discussed. The bill, which gives the shippers additional security, received the approval of the directors, as did what is known as the Alexander bill, introduced in the House of Representatives on June 8, by Congressman Alexander. This measure extends the authority of the Interstate Commerce Commission in part over the constwise and foreign steamship lines, and is regarded by the shippers of lumber as of the greatest importance. In the case of the foreign steamship lines, of course, the Interstate Commerce Commission cannot exercise the same regulatory power as it does over the railroads engaged in interstate traffic, but it will have authority under the Alexander bill to prescribe rules and regulations under which the foreign steamship lines are allowed to do business in the ports of the United States. Under the bill the commission may ask the lines to submit statements of all agreements formed to control traffic and otherwise effect combinations, of pooling arrangements and all other understandings designed to prevent competition in rates. It is thought that the publicity thus insured will effectually prevent ocean steamship pools, and will prove of great benefit to shippers.

Some of the members of the National Lumber Exporters' Association attended a hearing in Washington before the House Committee on Merchant Marine and Fisheries on what is known as the Nelson-McKellar bill. This measure, or rather two identical measures—one having been offered in the Senate by Senator Nelson, and the other in the House by Representative McKellar—supplements the Harter act in that it makes the ocean steamship lines liable for loss or damage by reason of negligence or errors in navigation. Such a provision was contained in the original Harter act, but the steamship companies managed to have it eliminated, and it applied only to the railroads. The bills now under consideration merely go back to the Harter Act as first drawn. The right to claim damage was conferred under the common law, and in this respect the Harter act was really a step backward. Under the proposed law it will be illegal for the carrier to include in the bill of lading any clause curtailing the right to claim damages, and there are other stipulations, all designed to give the shipper reasonable protection.

Baltimore shippers and receivers of freight scored an important victory when, on July 1, the Interstate Commerce Commission at Washington handed down a decision annulling the proposed tariffs of the Pennsylvania railroad, which would have eliminated the present flat charge of $3.50 for switching cars at Baltimore to the Western Maryland railroad, and which would have done away with the flat rate on such shipments. The increase would have amounted in some cases from $7.50 to as much as $20.50 a car on inbound freight and from $16.50 to $26.50 on outbound traffic. It affected the transportation of carload freight from Hillen junction, the connection between the Northern Central and the Western Maryland railroads, to points on what is known as the "block route." Under the commission's decision the flat rate will stand for the next two years, the charge of $3.50 being absorbed by the Western Maryland railroad. The notice of the Pennsylvania to increase the rate for switching was filed some months ago and brought forth a most determined protest from the shippers and from such organizations as the Merchants and Manufacturers' Association and the Chamber of Commerce. Hearings were later held in Baltimore, and they made out so strong a case for the shippers that their contentions have been sustained.

### Walnut Furniture a Prominent Feature at Exhibits

The predictions of leading walnut manufacturers that the furniture trade would feature this material at the midyear shows, following a rather generous use of it in samples in January, has been borne out, as a considerable number of leading houses are giving walnut what might be called "a strong play" this month. Among the concerns showing walnut in their lines at the Chicago show are the Ahdawagam Furniture Company, Grand Rapids; Brookville, Ind., Furniture Company, Hannah Manufacturing Company, Kenosha, Wis.; S. Karpen & Bro., Chicago; O'Mara Parlor Frame Company, Chicago; Stout Furniture Company, Salem, Ind.; Udell Works, Indianapolis; Wisconsin Chair Company, Port Washington, Wis., and Wolverine Manufacturing Company, Detroit, Mich. Exhibitors at Grand Rapids include the following: Union Furniture Com-

**Dimension Stock** We will supply you with CLEAR CUTTINGS of soft Kentucky Oak or Poplar so that they will COST you considerably LESS THAN the same cuttings if BOUGHT AS LUMBER.
*Make Us Prove It*
GARDNER WOOD COMPANY FLATIRON BLDG. NEW YORK, N. Y.

**JAMES & ABBOT COMPANY**
**Lumber and Timber**
**No. 165 Milk St., BOSTON, MASS.**

**The White Lake Lumber Co.**
Peoples Gas Bldg., CHICAGO, ILL.
**Northern and Southern Hardwoods**
CAR STOCK
WHITE PINE YELLOW PINE
*High Quality—Prompt Delivery*
WE WANT TO MOVE AT ONCE
10 cars 1" No. 1 Common Basswood
5 cars 1" No. 2 Common Basswood
30 cars 1" Red or White Oak, all grades
40 cars 1" Red and Sap Gum, all grades
*Send us your inquiries* The last two items are but one-half dry

**Walnut for Export**

A lot of splendid assorted **American Walnut** logs, squared up and ready for export, are shown in the above photograph, which illustrates a section of our exporting yard at Kansas City.

All work, from the selecting of the trees in the woods to the final loading, is done by men trained in our employ and is under our close personal supervision.

Hence we can guarantee satisfaction in both export and domestic shipments.

**FRANK PURCELL**
**Kansas City, Mo.** **U. S. A.**

LATEST IMPROVED DRY KILNS AND MACHINERY

MONOGRAM BRAND

Monogram Brand White Oak Flooring

Perfectly dried and worked. [illegible] tured at our new hardwood flooring plant.

Our Specialty:
Quarter-sawed White Oak Flooring

OAK FLOORING [illegible]

YELLOW POPLAR LUMBER CO., Coal Grove, Ohio

Kentucky Lumber Company

MANUFACTURERS

POPLAR, PLAIN AND QUARTERED OAK, RED AND SAP GUM, CHESTNUT, HEMLOCK

ROUGH AND DRESSED

MILLS AT
Burnside, Ky. Williamsburg, Ky.
Sulligent, Ala.

SALES OFFICE
606 Security Trust Bldg.
LEXINGTON, KY.

Bluestone Land & Lumber Company

MANUFACTURERS

WEST VIRGINIA HARDWOODS

Soft White Pine, Oak, Poplar, Chestnut, Hemlock

Band Sawed Stock

MILL FACILITIES
COMPLETE PLANING

RIDGWAY
PENNSYLVANIA

COLFAX HARDWOOD LUMBER CO.

MANUFACTURERS

ASH OAK CYPRESS GUM

[illegible] graded, good average [illegible] of 14 to 16 ft. lengths [illegible]

Located on
La. R. & N. Co.

COLFAX, LA.

Consumers' inquiries desired

Dermott Land and Lumber Company
DERMOTT, ARK.

[illegible]

### U. S. Small Tool Handle Specifications

[illegible] mixed color, [illegible] that is sound hickory ex- [illegible]

[illegible] knot located within a distance from the head of not more than one third the length of the handle.

[illegible] knot located within a distance from the head of not more than one-third the [illegible]

[illegible] practice conservation after preaching it so long. Much hickory will be saved from the scrap heap or the low grades by the new specifications.

### World Timber Trade's Directory

A directory of the timber trades throughout the world has been issued [illegible] It is a book of 450 pages, and sells at $1.80. It is a work of great value to exporters and importers of lumber or other forest products. It covers the whole world, where there is wood to sell or buyers in the market. It not only lists dealers by cities and countries, but in many cases their specialties and requirements are shown. The work is evidently up to date, because it gives a list of firms which make a specialty of aeroplane lumber. About the only part of the world not included is the Antarctic region.

### Timber Concessions in the Philippines

[illegible] milled the small total of 80,000,000 feet, of which less than one-eighth was exported. Major Ahern, the insular director of forestry, believes there is an export market awaiting the establishment of milling enterprises, which would take 300,000,000 feet yearly, mainly of four woods, lauan, apitong, guijo and yacal. These trees grow to good size, a large number are found on a limited area, and their extraction affords an attractive enterprise for a modern logging and milling operation.

These public forest lands in the Philippines are not sold but are developed under a license system. Yearly licenses are ordinarily given small operators for limited areas. The larger tracts are offered in the form of twenty-year exclusive licenses, which provide for the removal of timber and minor forest products without affecting the title to the land.

At present eleven such exclusive licenses, popularly called concessions, are in operation, representing American, British, Chinese, German, Spanish and Filipino capital. A recent timber concession was granted to a Chinese company that will find no difficulty in disposing of its products through its connections in China, while the British and German interests find their markets for Philippine woods in India and Europe as well as in China.

The forestry bureau now has available a number of tracts ranging in size from thirty-five to three hundred square miles, with one or two of much larger size, awaiting applications.

A person considering such an investment is afforded every opportunity for investigation. The bureau of forestry desires each applicant or his authorized representative to visit the tract personally in company with one of the foresters, or that he have an experienced lumberman do so, in order that he may see the stand of timber, the facilities for haulage and transportation, the location of mill sites and ascertain for himself the local labor supply.

The concessions themselves cost nothing, the charges being in the form of stumpage fees, payable upon removal of the product and running from $1.00 to $5.00 per thousand feet. When an application, complying at least with the minimum requirements as to the size of the mill and the annual output, has been received, the tract is advertised for a period of four months. In awarding the concession preference is given to the bidder offering to install the most complete and effective plant and giving the best security for performance.

An important consideration is sufficient capital to install machinery capable of handling the large hardwood logs, for which some of the earlier plants proved hardly adequate, and to permit a proper seasoning of the

product. The security the Philippine government requires that the concessionaire give is very modest in proportion to the amount of raw material placed at his disposition. When a bid is submitted a depost of a certified check, usually for $5,000, is required, and then after the award is made, the equipment on the ground and the concessionaire about to begin operations, the certified check may be replaced by a satisfactory form of bond.

One of the important functions of the insular bureau of forestry is that of making available to investors the fullest information, and lumbermen visiting the islands will not only secure general data from its headquarters at Manila but will supplement this in the various localities by the co-operation of the forestry men in the field.

The Bureau of Insular Affairs at Washington has general descriptions and maps showing the location of a number of the tracts available, which will furnish preliminary data to those who may be interested in developing this most promising field for hardwood lumber.

### The Maple Sugar Output Declining

Reports covering both Canada and the United States show that the maple sugar industry is decreasing. In Canada land is being cleared for farms, and maple trees are disappearing.

The number of farms in the United States reporting maple sugar or sirup made in 1909 was 87,537, and the number of trees tapped was 18,899,533. The total production reported was 4,106,000 gallons of sirup and 14,000,000 pound of sugar, the combined value being $5,178,000, or nearly twice as much as in 1899, $2,637,000.

The three leading states in value of maple sugar and sirup combined in 1909 were New York, with a value of $1,241,000; Ohio, with $1,099,000; and Vermont, with $1,087,000. Pennsylvania, Michigan, Indiana, New Hampshire, and Wisconsin were the only other states that produced maple sugar and sirup valued at as much as $100,000.

The value of the maple sirup produced in 1909 was $3,797,000, or nearly three times as great as that of the sugar, which was $1,380,000. Ohio was the only state that produced over $1,000,000 worth of maple sirup in 1909 ($1,071,000), while New York produced $907,000 worth and Vermont $366,000 worth. In the value of maple sugar, on the other hand, Vermont was far in the lead, with a product valued at $721,000, while New York came next with $334,000, and Pennsylvania third with $167,000.

The production of maple sirup showed an increase from 1,796,000 gallons in 1879 to 4,106,000 gallons in 1909, while the production of maple sugar showed a decline from 36,576,000 pounds to 14,060,000 pounds during the thirty years.

### Circular Saws of Paper

Microscopists well understand the art of cutting thin sections of wood and other materials with rapidly revolving paper discs, acting as circular saws. The centrifugal force developed by the rapid motion holds the paper rigid and it cuts without being equipped with teeth as saws usually are. The use of paper saws are being put to more ambitious purposes in England, according to a trade paper of that country, which recently published an article, saying that a factory is said to exist in England which is manufacturing circular saws from paper. These paper saws are used for the manufacture of fine furniture, veneer, and other thin plates of wood which must be treated especially carefully. Some time ago circular saws made from drawing paper were shown in an English exposition. The saws were driven by an electric motor, and produced fine boards, which could not have been made better even by the finest steel saw. The veneers made in this way are so smooth that the cabinet-makers can use them without further planing.

## *Hardwood News Notes*

### MISCELLANEOUS

The Richmond Handle Company of Richmond, Ind., has filed notice of dissolution.

The American Bung Manufacturing Company of Cincinnati has increased its capital stock to $60,000.

The B. W. Button Cooperage Company of Green Bay, Wis., has purchased a 150,000,000-foot tract of timber near Park, Ontonagon Co., Wis. Camps are now being built in anticipation of immediate logging.

The Bluefield Hardwood Manufacturing Company has been incorporated at Bluefield, W. Va. The company has a capital stock of $50,000 and will manufacture hardwood lumber.

The North Sacramento Furniture Factory, Sacramento, Cal., will erect a large plant at Sacramento, which, it is anticipated, will be one of the largest and most completely equipped furniture factories in northern California.

The Felger-Robbins Lumber Company, a newly incorporated concern of Havana and Grand Rapids, received its first shipment of mahogany lumber from its Havana mills a few days ago. The consignment consisted of 100,000 feet.

Articles of incorporation were filed a week ago under the state laws of Arkansas for incorporation of the Ackney Device Manufacturing Company, which will operate at Hot Springs. The company is capitalized at $15,000 and will make a device known as the vehicle top raiser.


# SPECIAL PRICE FOR QUICK SALE:

No. 1 Com. Hickory: 8 cars 1¼" to 4"

No. 2 Plain Oak: 5 cars 1"

No. 1 Com. Poplar: 15 cars 5/8" to 4"

No. 1 Common Ash: 3 cars 2" 1 car 2½"

No. 1 Plain Oak: 20 cars 1" to 4"

**Goodlander-Robertson Lumber Company**

MANUFACTURERS AND WHOLESALERS

**HARDWOOD LUMBER**

Yards and Office:

**Kansas Avenue** **Memphis, Tenn.**

*No Animals in This Yard*

# DRY:

1 car 5/8" FAS Plain Red Oak
2 cars ¾" FAS Plain Red Oak
5 cars 4/4" FAS Plain Red Oak
1 car 5/4" FAS Plain Red Oak
2 cars 4/4" FAS La. Red Cypress
2 cars 5/4" Red Gum (wide & mostly 16')

**D. K. Jeffris & Co.**

**CHICAGO**

Hardwoods
Concordia Land & Timber Co.
Jeffris, La.

Yellow Pine
Manchester Saw Mills
Manchester, Ala.

The Ferd. Brenner Lumber Co., Alexandria, Louisiana

Manufacturers of High Grade Hardwoods

DAILY CAPACITY 125,000 FEET

CINCINNATI
Hardwood Manufacturers and Jobbers

JAMES KENNEDY & CO., Ltd.
OAK, POPLAR AND OTHER HARDWOODS
FIRST NATIONAL BANK BUILDING

KILN-DRIED OAK
and other Hardwoods are among our many "specialties" which are so satisfactory to others. Why not you?
MIGHT PAY YOU TO GET IN TOUCH WITH US. IT HAS OTHERS
THE M. B. FARRIN LUMBER CO.

OHIO VENEER COMPANY
Manufacturers & Importers FOREIGN VENEERS
2024-34 COLERAIN AVENUE

DAY LUMBER & COAL CO.
Mfrs. YELLOW POPLAR and WHITE OAK
GENERAL OFFICE—CLAY CITY, KY.

RIEMEIER LUMBER CO.
OAK, POPLAR, CHESTNUT
SUMMERS AND GEST STREETS

Veneers: CIRCASSIAN WALNUT AND ALL OTHER FIGURED WOODS
THE FREIBERG LUMBER COMPANY
OFFICE AND MILL, CINCINNATI, OHIO

SHAWNEE LUMBER CO.
HARDWOODS, WHITE PINE and HEMLOCK
Sales Office—South Side Station—C. H. & D. R. R.

E. C. BRADLEY LUMBER CO.
HIGH GRADE WEST VIRGINIA HARDWOODS
GOERKE BUILDING

Johns, Mowbray, Nelson Company
OAK, ASH, POPLAR & CHESTNUT
GUM AND COTTONWOOD

[illegible] announces that it will build a mill at East Burnaby, B. C.

[illegible] Incorporated with a capital stock of $30,000. This company will manu[illegible]

[illegible] at Victoria and Vancouver, B. C.

The Plymouth Novelty Manufacturing Company of Plymouth, Ind., is succeeded by the Plymouth Manufacturing Company, an incorporated concern with a capital stock of $50,000.

It is announced that the McGlone Bros. Lumber Company, with headquarters at Morehead, Ky., is prepared to install several sawmills at a point near Roxana on the Lexington and Eastern Railway in Kentucky.

The Southern Woodworking Company has been organized at Boston, Mass. This company has been operating without being incorporated and has just taken out its incorporation papers giving it a capital of $25,000.

The Coulson Lumber Company of Memphis, Tenn., announces that owing to unsatisfactory business conditions the construction of its new mill has been postponed and that the company will probably begin the work within a few days.

The Hardwood Top Company has been incorporated at Morristown, Tenn. This company has a capital stock of $25,000 and will manufacture solid hardwood table tops. It is announced that bids for machinery will be received by Dougherty Brothers, Russellville, Tenn.

The Lancaster Parquetry Flooring Company of Brooklyn, N. Y., announces it will erect a plant at Paducah, Ky., and that it will purchase considerable woodworking and power machinery. C. W. Craig, secretary of the Paducah Board of Trade, is in position to give further information.

## CHICAGO

Chas. H. Barnaby of Greencastle, Ind., has [illegible] Chicago for several days on business. Mr. Barnaby left in time to attend the funeral of F. A. Diggins of Cadillac, Mich.

Thos. McFarland, hardwood yard man of Cairo, Ill., spent the greater part of this week and part of last week in Chicago on business.

A. V. Sherrill of the Colfax Hardwood Lumber Company, Colfax, La., spent two days in Chicago last week conferring with his Chicago representative, H. R. Reinhardt.

M. L. Pease of the Galloway-Pease Company of Poplar Bluff, Mo., has been making one of his periodic visits to Chicago. Mr. Pease has been doing his best to bring in some orders and has secured a fair amount of business.

W. W. Dings of the Garetson-Greason Lumber Company, St. Louis, Mo., another prominent southerner, was trying to dispose of some of his hardwood stocks in Chicago market during the last week or ten days.

J. E. Rhodes, secretary of the National Lumber Manufacturers' Association, recently returned from a trip of a week's duration to cutover lands in the South, which trip he made in company with editors of various agricultural papers, the trip being for the purpose of presenting the true facts regarding cutover timberlands in the South to those who would be interested.

The Elkins Siegel Cabinet Manufacturing Company is the style of a recently incorporated concern which with an authorized capital stock of $15,000 will manufacture cabinets in Chicago.

[illegible] become an involuntary bankrupt.

Harding & Minugus is the style of a partnership, principals of which will handle lumber and veneers on a wholesale and commission basis. They will be located at 1140 West Lake street, Chicago.

E. B. Nettleton, who has been operating in the lumber business on a wholesale basis in Chicago, has removed to Philadelphia, Pa., where he will continue on the same line.

## NEW YORK

A development of interest in connection with the forthcoming opening of the Panama canal to traffic and its bearing on the eastern lumber trade is the incorporation at Poughkeepsie last week of the A. C. Dutton Lumber Corporation. The new corporation will in time absorb the A. C. Dutton Lumber Company. The concern has at Poughkeepsie an enormous lumber yard and only recently purchased the property of the Poughkeepsie Glass Works, which plant will be remodelled into an up-to-date planing mill. It is the purpose of the company to carry on hand a complete stock of Pacific coast lumber and timber from which it will be able to fill the demands of the eastern trade against the long wait for direct mill shipments and the uncertainty of transit cars. The property has a water frontage of nearly 300 feet and dock facilities for boats of deep draft.

Mrs. Elizabeth H. S. Williams, widow of the late Ichabod T. Williams, died recently at Lawrence, Long Island. Ichabod T. Williams was the founder of the hardwood firm of I. T. Williams & Sons. She is survived by three sons, Thomas, Harry K. S. and Waldron.

Thomas F. Smouse, specialist in big hardwood timber, was a recent visitor in the Metropolitan district. Mr. Smouse is a big timber man, hyphenated to suit, as anyone who knows him will appreciate. He makes headquarters at Cumberland, Md., but comes to New York at rather frequent intervals.

George D. Burgess of Russe & Burgess, Inc., Memphis, was in New York for a few days during the fortnight prior to sailing abroad for an extended trip. Mr. Burgess was accompanied by Mrs. Burgess and their son. He will, of course, devote part of the time to pleasure and part to business, for the company has a large trade across the water.

M. D. Stiles and Wm. K. Fisher have been named receivers for the J. Marcus Woodworking Company, bankrupt. Liabilities are given at $66,000 and assets $40,000.

A petition in bankruptcy has been filed against the Byrnes Lumber & Manufacturing Company.

Temporary receivers have been appointed to take charge of the assets of the Wise Piano Company in a suit brought by R. S. Hoe & Co., a judgment creditor.

James McBride, flooring manufacturer of the Bronx, has just returned from the South where he closed a deal for the old Eureka Planing Mill & Lumber Company's plant at Elizabethtown, Tenn. At this plant the James McBride Company will manufacture high-grade hardwood flooring, and many improvements will be made to make it one of the most modern factories of the kind. The plant there will be in full operation by the middle of July.

The decision of the supreme court in the case of the eastern retail association did not cause any surprise in trade circles. The associations had not been active in respect to the lists for a long time and it is reported that very few complaints are heard of wholesalers selling the yard trade. The retailers had the support of the best wholesale firms here and it is generally appreciated that the lines of legitimate trading are well established by trade customs and demands.

## BUFFALO

The hardwood men here have received many letters since the holding of the National Hardwood Lumber Association's convention, which express the pleasurable recollections of the writers who were in Buffalo for the meeting. Everyone here is pleased that the affair passed off so agreeably and there are also numerous compliments for HARDWOOD RECORD for its complete and well-illustrated report of the proceedings, including the matter concerning Niagara Falls and the trip there.

The Automobile Club of Buffalo held a big celebration on July Fourth at the Clarence clubhouse, near the city. The feature of the afternoon was a trapshooting contest for the Automobile Club trophy, and baseball games and dancing were on the program. President M. M. Wall and his committees did everything possible to arrange an excellent celebration. I. N. Stewart was chairman of the entertainment committee, which concluded the day's program with some fine fireworks. Other members of the committee included O. E. Yeager, J. B. Wall, C. Walter Betts, John A. Murphy, George W. Jennings and John Meleod.

Building operations in this city during June were on a large scale, the permits running nearly above the average rest. Business in this line in Buffalo is quite active this summer.

Frank T. Sullivan, manager for H. H. Salmon & Co., has been in the East lately on a sales trip. The steamer Kongo, belonging to the firm, has been unloading a cargo of maple at Toronto, Ont.

Hugh McLean will spend part of next month on a fishing trip to the Lake Pytonga Club, in Canada.

W. L. Blakslee has been taking an automobile pleasure trip through western New York recently, but is again back at business. Charles Perrin has also returned from a short vacation at Conesus Lake.


**Harris Manufacturing Company**
**Johnson City, Tennessee**
**"Harris" Hardwood Flooring and Lumber**

**MEMPHIS**

**E. Sondheimer Co.**
Wholesale Manufacturers and Exporters
RED GUM
SAP GUM
COTTONWOOD
CYPRESS
ASH
PLAIN OAK
QUARTERED OAK
HICKORY
SOFT ELM
SYCAMORE
*All Grades and Thicknesses*
We make a specialty of mixed cars of Sap and Red Gum, One-half to Two inches thick.

**DUGAN LUMBER CO.**
Manufacturers and Shippers **Hardwood Lumber**
MEMPHIS TENNESSEE

**TIMBER ESTIMATES**
REPORTS INCLUDED
TOPOGRAPHICAL MAP, DETAIL ESTIMATES & WRITTEN REPORT
GARDNER & HOWE
ENGINEERS
Clarence W. Griffith Department Manager, Porter Building. Memphis, Tenn.

**Tschudy Lumber Co.**
MANUFACTURERS OF
**St. Francis Basin Hardwoods**
Specials for Immediate Shipment
BAND SAWN. DRY. 60% 14 AND 16 FEET LONG
50,000 ft. 1" 1sts & 2nds Plain White Oak
25,000 ft. 1" Log Run Maple
50,000 ft. 1x13 to 17" Yel. Cottonwood Box Boards
60,000 ft. 1x6 & wider 1sts and 2nds Yel. Cottonwood
Mill & Yards MEMPHIS
ADDRESS CORRESPONDENCE TO GENERAL OFFICE 605 Republic Bldg. KANSAS CITY, MO.

**VANDEN BOOM-STINSON LUMBER COMPANY**
Manufacturers Southern Hardwoods
Quartered Oak a Specialty
Memphis Tennessee

RED GUM
Leading Manufacturers

Our Corps of Inspectors

Intelligent! Highly Trained!
Conscientious!

is assurance that you will get what your order calls for when you buy Gum from us

Himmelberger-Harrison Lumber Company
Cape Girardeau, Missouri

Baker-Matthews Manufacturing Co.
Sikeston, Mo.

Band Sawn
Southern Hardwoods

SPECIALTIES
RED GUM, PLAIN OAK

SEND US YOUR INQUIRIES

WE OFFER THE FOLLOWING
Band Sawn Stock
4/4 Com. & Better Sap Gum
4/4 Com. & Better Red Gum
6/4 Com. & Better Red Gum
5/4 & 8/4 1s & 2s Red Gum
Quartered and Plain Red and White Oak
This stock contains a good percentage of 14' and 16' lengths and is of excellent widths
W. W. GARY, INVERNESS, MISS.
HARDWOOD LUMBER AND LOGS

OUR SPECIALTY
St. Francis Basin Red Gum
WE MANUFACTURE
Southern Hardwoods
Gum, Oak and Ash
J. H. Bonner & Sons
Mills and Office, QUIGLEY, ARK.
Postoffice and Telegraph Office, HETH, ARK.

## PITTSBURGH

[illegible] nice trade with the glass factories until this month when most of them [illegible]

The Western Lumber Company reports industrial business bad. Everybody is quoting down to the lowest point and there is no bracing up in the demand for lumber.

C. E. Breitweiser & Co. are about to incorporate under Pennsylvania laws. This concern has been a very active hardwood wholesaler for the past two years and is located in the Bessemer building.

The Nicola Lumber Company reports business slow and competition [illegible] company, in the local situation since May 1.

The Union Furniture and Novelty Company is a new concern which will operate at Warren, Pa., having secured the plant of the Heart Furniture Works in that place.

The Mutual Lumber Company has been fortunate this summer in getting a nice lot of Eastern and Canadian trade. W. E. Ast of this company has made several long business trips among the manufacturers in these sections, and with his splendid connections at the mills brought back some fine business.

The joint annual picnic of the Pittsburgh wholesale and retail lumber dealers was held July 20 at Oakmont, Pa., on the Allegheny river. More than 100 lumbermen were present to take part in the athletic sports and [illegible]

## PHILADELPHIA

The [illegible] Company [illegible] conditions as it is getting fair business right along with satisfactory prices. W. A. Jackson considers the growing optimistic trend of the trade very encouraging as to outlook. W. H. Wyatt has established his family in Kennett Square for the summer.

W. S. W. Kirby of the Kirby & Hawkins Company, says some orders are coming in right along. The railroads are not doing very much yet, but there is little doubt but they will eventually receive an increase in freight rates, which will bring them into the market for large requirements. The outlook at this time he pronounces more encouraging than [illegible]

The Whiting Lumber Company reports buying of the hand-to-mouth order, and inclined to be spotty. It looks for relieved trading by fall. Frank R. Whiting, president, is making an extended business tour through the East. F. Rice Whiting, secretary and treasurer, is spending his vacation automobiling through the hill country of the East.

Frederick S. Underhill of Wistar, Underhill & Nixon, says prices on the whole are firm, although some items have weakened. The pending bumper crops and the presumable increase in freight rates which will enable the railroads to come into the market for requirements will no doubt bring about enlarged trading in the fall. R. Wyatt Wistar is at Sumter, S. C., looking after affairs at the mill.

William L. Ludascher of Pearson & Ludascher, reports busy. As they carry an immense stock of the most desirable stuff and can make quick delivery they are booking orders right along. Mr. Ludascher says visitors from all over the country come to examine their extensive yard and plant.

George A. Howes has established his family for the summer at Belmar, N. J., where he will entertain his personal Philadelphia friends from time to time.

S. P. Bowers of the S. P. Bowers Company, says the railroad requisitions are smaller than for some months—when they buy they insist upon immediate delivery, which is an indication that stocks are very low. By early fall the company feels sure a rally in business may be expected.

The auto-body making shop of Charles K. Darone & Co., York, Pa., was visited by fire on June 24, causing a loss of $2,000.

The Manufacturers' Lumber & Sales Company, Warren, Pa., was in- [illegible] June 22 [illegible]

The convicted promoters of the International Timber and Development Company, John R. Markley, Isaiah B. Miller, Clarence M. McMahon, William H. Armstrong and Colonel A. G. Steward, were recently were denied a new trial by the United States appellate court, before which a petition asking a rehearing of their case. In event of this court's refusal and the failure of the defendants to appeal to the supreme court, the convicted men will be forced to serve the sentences imposed.

F. L. Schneider was appointed receiver for the York Carriage Company, York, Pa., by Judge Wanner. The gross liability of the concern are given as $187,000 and its assets $250,000. The company is a general partnership composed of Samuel E. Bailey of Philadelphia, and J. Calvin Shultz and George W. Ryan of York.

## BALTIMORE

John Albert Baker, for years a salesman with the Kelly & Buckingham Lumber Company, hardwood wholesaler on Ridgely street, Baltimore, died June 29 after a protracted illness. For some time Mr. Baker's condition had been regarded as hopeless, and the end did not come as a surprise. The deceased was popular in the trade and his decease is sincerely regretted.

Thomas Hughes, who recently dissolved the Thomas Hughes Hardwood Company and proceeded to continue the wholesale business on his own account, has closed his office in the Keyser building and moved down near the docks in South Baltimore.

The forestry commission has purchased from the R. E. Wood Lumber Company, Continental building, Baltimore, about 150 acres of land fronting on the Patapsxco river, near Avalon, for the state forest reserve. The land takes in the river front for nearly a mile and extends 867 an acre.

The saw and planing mill sheds and finished lumber of the G. W. Blanz, Jr. Lumber Company at Rockville, Va., were burned on the morning of July 2. The loss is estimated at $15,000 fully covered by insurance.

## COLUMBUS

According to the report of the Columbus building department for the first six months of the present year, the valuation of buildings for the past six months exceeded by more than a half million the buildings of the corresponding time last year. The total valuation on buildings since the first of the year is $3,210,855 as compared with $2,656,805 for the first six months of 1913. The excess of the present year over last year is $514,052. In June of this year there were 263 permits issued for a valuation of $625,650, or $57,850 in excess of June, 1913.

Word comes from Wauseon, O., to the effect that H. H. Williams, Sr., and H. H. Williams, Jr., have purchased the interests of W. F. Hubbell in the H. H. Williams Lumber and Mill Company. The concern will be known as H. H. Williams & Son in the future. Mr. Hubbell was connected with the concern since 1881.

The Buckeye Lumber and Supply Company of Fremont, O., is the name of a new concern which has started business in new yards on Jackson street. The main building is 120 by 62 feet. W. H. Eisenhour, formerly with the Fremont Lumber Company, is general manager.

R. W. Horton of the W. M. Ritter Lumber Company, reports a fair demand for hardwoods, with the price list generally well maintained. Some cutting of prices to force trade is reported but this is not sufficient to demoralize the market. Buying on the part of dealers is the best feature. Factories are generally going slow. Shipments are coming out promptly.

L. B. Schneider of John R. Gobey & Co., says trade in hardwoods is steady despite the general business depression. Prices are unchanged from the previous fortnight. The prospects for the future are bright.

J. A. Ford of the Imperial Lumber Company, says the demand for hardwoods is as good as could be expected under the circumstances and prices are fairly steady.

## TOLEDO

The Skinner Bending Company reports business normal for this season of the year. Orders are not specially thick but are coming in as well as can be expected at this season.

The Keasy Pulley Company reports business very active at this time and is running at its normal capacity for summer business.

Firemen worked all night recently to save the Peoples' Lumber Company, at Salem, O., from destruction which threatened when the W. J. Clark Manufacturing Company was burned to the ground. Three firemen and a bystander were injured by falling walls during this fire.

The West Unity Manufacturing Company at West Unity, O., suffered a $50,000 loss when fire broke out, supposedly from an overheated journal. The fire department from Bryan, O., was sent to assist. The flames were confined to the lumber yard.

G. B. Wilson of Hicksville, O., has disposed of his interest in the Hicksville Handle Factory and accepted the position of general manager for the Hindman Milling Company at Monroeville.

The Booth Column Company reports business normal for this season of the year. This concern will soon be in the market for large quantities of rock elm in 2½ or 3-inch squares to be used in the manufacture of an automobile specialty.

The Gottshall Manufacturing Company reports the hardwood business a


RED GUM
(Leading Manufacturers)

ARCHER LUMBER COMPANY
HELENA, ARKANSAS
Manufacturers of
HARDWOODS
SEND US YOUR INQUIRIES
We can furnish your entire requirements in Hardwoods
OUR SPECIALTY — RED GUM

ST. FRANCIS BASIN
RED GUM
(Kraetzer Cured)
Flat-Dry-Bright-Band Sawn
*Write for lists and prices*
GEO. C. BROWN & CO., PROCTOR, ARK.
(20 miles from Memphis, on C. R. I. & P. Railroad)

MILLER LUMBER CO.
Marianna, Arkansas
We offer for immediate shipment the following stock 12 months and over dry:
10 cars 4/4 1st and 2nd Red Gum
7 cars 5/4 1st and 2nd Red Gum
4 cars 6/4 1st and 2nd Red Gum
2 cars 8/4 1st and 2nd Red Gum
10 cars 4/4 No. 1 Com. Red Gum
2 cars 5/4 No. 1 Com. Red Gum
1 car 8/4 No. 1 Com. Red Gum
10 cars 4/4 12 to 17' Gum Box Boards
THE FOLLOWING NINETY DAYS TO SIX MONTHS DRY:
1 car 4/4 Select and Better Cypress
2 cars 5/4 Select and Better Cypress
1 car 4/4 1st and 2nd Ash, 10 and 12' lengths
1 car 4/4 No. 2 Common Plain White Oak
1 car 4/4 No. 1 Common and Better Qtd. White Oak Strips
2 cars 4/4 No. 2 Common Plain Red Oak

BLISS-COOK OAK CO.
BLISSVILLE, ARK.
MANUFACTURERS
Oak Mouldings, Casing, Base and Interior Trim. Also Dixie Brand Oak Flooring.
As Well As
OAK, ASH and GUM LUMBER
Can furnish anything in Oak, air dried or kiln dried, rough or dressed
MIXED ORDERS OUR SPECIALTY

# WISCONSIN

Stock List which we wish to move at this time is as follows:

150 M ft. 1" 1st and 2nd Unsel. Birch.
50 M ft. 1" No. 1 Common Birch
60 M ft. 1" 1st and 2nd Basswood
60 M ft. 1" No. 1 Common Basswood
100 M ft. 1" No. 2 Common Basswood
200 M ft. 1" No. 3 Common Basswood

Stock is 1913 cut, absolutely dry, and prompt shipment could be made.

**Oelhafen Lumber Company**

TOMAHAWK, WISCONSIN

200,000 ft. 1½" winter cut Basswood, No. 2 and better
30,000 ft. 1" basswood, No. 3 common
15,000 ft. 1¼" basswood, No. 3 common
15,000 ft. 1½" hard maple, No. 1 common
100,000 ft. 1½" hard maple, No. 1 common and better
100,000 ft. 2" hard maple in log run
30,000 ft. 2" maple No. 1 common
40,000 ft. 2" maple, 1sts and 2nds
45,000 ft. 4 x 4 round maple hearts
30,000 ft. 1½" soft elm, No. 1 and 2 common
15,000 ft. 2½" rock elm No. 1 and 2 common
20,000 ft. 2" rock elm No. 1 common and better
15,000 ft. 1" selected red birch
15,000 ft. 1¼" selected red birch
15,000 ft. 1½" selected red birch
75,000 ft. 1" birch No. 1 common and better
150,000 ft. 1½" birch No. 1 common and better
15,000 ft. 1½" birch 1st and 2nd
100,000 ft. 1" soft elm, log run
50,000 ft. 1" black oak, mill run

Look these items over and ask for what you want

**C. P. CROSBY, Rhinelander, Wis.**


[illegible] of the [illegible] of the [illegible] to pass [illegible] to [illegible] is deemed [illegible] to hardwood carriers by the [illegible]

It is stated on apparently good authority that all the building and loan [illegible] in the state of Ohio will [illegible] of those [illegible] past year, [illegible] from [illegible] law provisions. It is understood that a large number of associations have joined the [illegible] of industrial [illegible] for a refunding of their excess taxes which, it is claimed, they [illegible] unlawfully. Some building and loan associations have [illegible] exemption under the [illegible] law and refused to pay taxes to the extent [illegible]. This action is said to have been taken upon the decision of the federal courts in the case of the Central Building, Loan and Savings Company at Columbus. A communication has been sent out to building and loan associations throughout the state by Charles H. Brown, secretary of the Ohio Building Association League and secretary of the Central Building, Loan & Savings Company, Columbus, calling attention to the rights of exemption believed to exist for these institutions. Mr. Brown, in his communication, quotes from the act and expresses the claims entitled to exemption as building and loan associations [illegible] operation of the corporation [illegible] of the act of Oct. 8, 1913, stating in [illegible] the provisions of the [illegible] tax of corporations.

## INDIANAPOLIS

The Osgood Lumber Company, Osgood, has filed notice of its dissolution with the Indiana secretary of state.

An increase in capital stock from $26,000 to $100,000 has been made by the Hammond Lumber Company, Hammond.

William Woodward, a lumbermen who owned practically all of the [illegible] in Ingalls died at the age of [illegible] that place a few days ago. Two daughters and four sons survive.

Frank Wells, traveling salesman for E. C. Atkins & Co., since 1887, retired July 1 and will go to California where he will remain one year.

Ezekiel T. Ice, eighty-two years old, who had large lumber interests, died at his home in Muncie June 27, after an illness of three weeks. He is survived by a widow and six children.

Building permits issued by the city for the quarter ending June 30 aggregated $3,415,491 as against $3,571,561 for the corresponding period of last year. Permits for the first half of the year also show a decrease over the first six months of 1913.

Michael Cline died at his home in this city a few days ago. He was the oldest manufacturer of upholstered furniture in the state, having begun business in 1869. Mr. Cline was sixty-five years old and is survived by a widow and six children.

John Robert Stewart, sawmill operator and lumberman of Fontanet, has filed a voluntary petition in bankruptcy in the federal court here showing liabilities amounting to $2,534.47 and assets of $875.

Jared P. Bliss, Columbus, O., and Theodore Meyer, Cincinnati, have been appointed receivers at Laporte for the Midland Seating Company, a $400,000 concern, on application of the Second national bank, Cincinnati. The company has plants at Michigan City, Louisville and Cincinnati.

## MEMPHIS

Lumber interests in this city and vicinity are marking time, pending further developments in the general business situation. There is not very much doing at present and, with business generally rather slow and with considerable uncertainty regarding further legislation, together with the approach of the midsummer season, the prospects are not bright for any material increase in lumber transactions. It is rather striking, however, that, with all the dullness, there is practically no pessimism. Most members of the trade, on the contrary, are rather disposed to anticipate that there will be a decided change for the better with the beginning of the fall season. It is pointed out that Congress will have adjourned by that time and that anti-trust legislation will have been added to the accomplishments of the present administration, thus eliminating what has been a source of much confusion and uncertainty in the business and financial world, as well as the financial situation for some time. It is likewise emphasized that the railroads will know by that time what the fate of their appeal for higher rates will be. The decision of the Interstate Commerce Commission is expected almost any day now and the idea prevails that relief in some form will be given the carriers, thus increasing the revenues of the latter and placing them in a much better position, making it possible for them to undertake improvements and extensions heretofore left undone because of restricted resources and also putting them in position where they may materially increase their equipment. These two features, the attitude of Congress and the decision in the rate appeal, are regarded as the two most important factors just ahead and hardwood lumber interests are making no effort to conceal the fact that there will be a feeling of grateful relief when these issues are settled because the disposal thereof must necessarily have a most important bearing on the business of the country in general and therefore upon that in which they are themselves engaged.

Good progress is reported on the new double band mill of Russe & Burgess, Inc., in North Memphis, which is being rebuilt to replace the one destroyed by fire some time ago. The new plant will be modern

and up-to-date in every respect and will have a capacity of from 40,000 to 50,000 feet of band sawn stock. The foundations have already been completed and the machinery is being installed. It will be some time, however, before the new plant will be ready for operation, approximately September 1, according to W. H. Russe, president of the company. In the meantime the firm is having its sawing done at custom mills and is going ahead with its business without interruption.

Work has already begun, too, on another hardwood mill in North Memphis. This is being built by the Green River Lumber Company to replace the old mill, torn down within the past few weeks to make room for the new which is being erected on the same site. This is also a band plant. The Green River Lumber Company is one of the firms controlled by the Nickey interests which are operating quite extensively in this city and section.

Announcement is made that the Himmelberger-Harrison Lumber Company, Morehouse, Mo., has established a plant at that point for the manufacture of heading and staves and other similar products and that a model town is being established in connection with the manufacturing interests of this firm at that point. C. L. Harrison, one of the members of this firm, is president of the Gum Lumber Manufacturers' Association which was organized largely as a result of his initiative at Memphis last November.

The Jonesboro, Lake City & Eastern Railroad Company, of which R. E. Lee Wilson, of Lee Wilson & Co., one of the most prominent lumber manufacturing firms in this part of the country, is president, has let out a number of officials, including J. Burns, general manager. This action, it is stated, has been taken with a view to materially reducing expense. A saving of some $15,000 a year will, it is said, result, though there is some prospect that Mr. Burns, who alleges that he had a five-year contract, may make an effort to secure his salary for this period. Trouble with minority stockholders, who have threatened to go into the courts to prevent the borrowing of additional money, is largely at the bottom of the retrenchment policy adopted by the directors. L. C. Gaty, who has been connected with the road for some time and who has seen long service with Lee Wilson & Co., is now acting general manager, succeeding Mr. Burns. The Jonesboro, Lake City & Eastern is an important factor in the development of the timber resources of eastern Arkansas.

A. C. Wilson of Guys, Tenn., has purchased 1,492 acres of hardwood timberland near Yazoo City, Miss., for a consideration of about $23,000 cash. He is one of the larger manufacturers of lumber in west Tennessee. As soon as he has cut out his present holdings, which will be about the first of next January, he will remove to Yazoo City in order that he may develop his new acquisition.

Contracts have been awarded for the construction of a stretch of levee about 100 miles in length between Pecan Point and Peter's Landing, both Arkansas places, and about 1,000 men and an equally large number of teams are already at work thereon. R. E. Lee Wilson of Lee Wilson & Co., and Roach & Stansil, both of Memphis, have about ninety per cent of the work in hand. It is declared that this entire levee will be completed by January 1, 1915. Lumbermen are much pleased with the prospect of having an embankment between the two points strong enough to prevent breaks during flood conditions. There are extensive timber and lumber interests in the territory that will be protected by this stretch of levee, much of which are owned by Memphis lumbermen.

J. T. and J. R. Whitaker, owners of the firm of Whitaker Brothers, Meridian, Miss., announce that immediate steps will be taken looking to the rebuilding of their spoke factory at that point which was burned some days ago with an estimated loss of about $15,000. The machinery has already been ordered and will be installed with as little delay as possible.

The Milliken-James Hardwood Lumber Company of Indiana has taken out a charter under the laws of Arkansas. Headquarters in that state will be maintained at Arkadelphia and Isaac W. Milliken is named as agent for service. The company has $50,000 in its business and announces that $40,000 of this will be used in its operations in the Rackensack state.

John M. Smith, for a number of years manager of the mill and other interests of the W. P. Brown & Sons Lumber Company, Louisville, Ky., at Dickson, Tenn., has acquired the mill of this firm, together with all of the accessories at that point, including the good will. In fact he has purchased everything with the exception of the stock of lumber on hand. The mill will be operated by Mr. Smith under his own name. In addition to conducting manufacturing operations, he will also concentrate at Dickson all the hardwood lumber he can buy in that section, distributing this at wholesale.

Announcement is made that the Dierks Lumber and Coal Company, which operated a hardwood mill at DeQueen, Ark., until it was destroyed by fire several years ago, has perfected arrangements for the rebuilding of this plant at Dierks, the terminus of the DeQueen & Eastern Railroad. The company will build a large plant and will give employment to several hundred persons.

Superintendent B. B. Tolson of the Mobile & Ohio Railroad Company is authority for the statement that that road will shortly undertake work at Jackson, Tenn., that will involve an expenditure of $600,000. This includes the building of new machine shops and the extension of those already in operation there. The road is planning the double-tracking of its line between Jackson, Tenn., and Cornish, Miss., and the larger facilities at Jackson are regarded as necessary to take care of the resultant traffic.

# WISCONSIN


**BAND SAWED WISCONSIN HARDWOODS**
**Dry Stock For Prompt Shipment**

| BASSWOOD | BIRCH |
|---|---|
| 20M 4/4 No. 2 common | 70M 4/4 No. 1 com. & bet. plain |
| 30M 1x4 No. 2 and 3 common | 100M 4/4 No. 1 com. & bet. red |
| 15M 5/4 No. 1 com. and better | 75M 5/4 1st and 2nd red |
| 25M 5/4 No. 1 common | 10M 5/4 No. 1 common red |
| 10M 5/4 No. 2 common | 6M 5/4 No. 1 common plain |
| 20M 5/4 No. 3 common | 3M 6/4 1st and 2nd plain |
| 13M 6/4 1st and 2nd | 12M 6/4 1st and 2nd red |
| 15M 6/4 No. 1 common | 4M 8/4 1st and 2nd plain |
| 15M 6/4 No. 2 common | 6M 8/4 1st and 2nd red |
| **WHITE OAK** | **ROCK ELM** |
| 10M 8/4 No. 1 and No. 2 com. | 50M 8/4 No. 2 com. and better |

**HARD MAPLE**
40M 8/4 No. 2 common and better

**Our 1914 cut of well assorted HARDWOODS AND HEMLOCK will soon be in shipping condition.**
*Send us your inquiries*

**ARPIN HARDWOOD LUMBER COMPANY**
Grand Rapids, Wis. ATLANTA, WIS.
Saw mills and planing mill at Atlanta, Wisconsin

**John G. Lockhart Lumber Co.**
**Sheboygan, Wisconsin**

**We have the following DRY stock and will make special inducement to move in February and March:**

| | |
|---|---|
| 40,000' 5/4" No. 3 Soft Elm. | 75,000' 4/4" No. 1 and Bet. Bass |
| 20,000' 5/4" No. 3 Rock Elm. | 150,000' 5/4" No. 2 and Bet. Maple |
| 100,000' 5/4" No. 3 Birch. | 200,000' 8/4" No. 2 and Bet. Maple |
| 50,000' 5/4" No. 3 Maple. | 100,000' 12/4" No. 2 and Bet. Maple |
| 100,000' 8/4" No. 2 and 3 Hemlock (Can saw about to-ins. | 200,000' 5/4" No. 1 and Bet. Birch |
| 40,000' 5/4" No. 2 & Bet. Rock Elm | 50,000' 5/4" No. 2 Com. Birch |
| 100,000' 8/4" No. 2 and Bet. Rock Elm | 30,000' 8/4" No. 1 and Bet. Birch |
| | 40,000' 10/4" No. 1 and Bet. Birch |
| | 20,000' 12/4" No. 1 and Bet. Birch |
| 30,000' 12/4" No. 2 & Bet. Rock Elm | Birch is unselected Red all in |

ABOVE STOCK CAN BE ASSORTED AS TO GRADES. CAN SAW OUT ON CONTRACT WELL BOXED MAPLE TIMBERS AND PLANK.

**STEVENS & JARVIS LUMBER CO.**
**OF EAU CLAIRE, WISCONSIN**

OFFER YOU STANDARD GRADES
WELL MANUFACTURED

ASH BASSWOOD BIRCH
ROCK AND SOFT ELM
HARD AND SOFT MAPLE

Stocks cut 4/4, 5/4, 6/4, 8/4, 10/4, 12/4

WRITE US FOR PRICES DELIVERED YOUR STATION

**The Tegge Lumber Co.**
**High Grade**
**Northern and Southern**
**Hardwoods and Mahogany**
**Specialties**
**OAK, MAPLE, CYPRESS, POPLAR**
**Milwaukee, Wisconsin**

# Buy It Now

[illegible] unusually attractive terms.

We are not prophets, therefore we do not know how long the present market will remain a "Buyers Market."

We do know that during the last thirty-five years all who bought timber during times like the present have profited by their foresight.

Under present conditions the best advice anyone can give is

BUY TIMBER NOW

[illegible]

## James D. Lacey & Co.

*Timberland Factors*

Chicago, Ill., 1750 McCormick Building
Portland, Ore., 1313 Northwestern Bank Building
Seattle, Wash., 1009 White Building

¶ Fitzgibbons & Krebs Patent Elevated Traveling Derrick propels itself on 28-ft. gauge track.

¶ No guy wires.

¶ Write to O. M. Krebs, Mallory Branch, Memphis, Tenn., or to P. F. Fitzgibbons, Chattanooga, Tenn., for pamphlet fully illustrating and explaining the derrick.

Also ask for list of users.


[illegible]

## NASHVILLE

The felling of one of the most magnificent poplar trees ever cut in this section is reported from White county. The tree was cut on the land of the Cumberland Lumber Company, near Sparta. The tree was seven and one-half feet at the stump, ninety feet to the first limb and five feet in diameter at the first limb. It was located in an almost inaccessible gorge, one and one-half miles from the company's mill. It is estimated that the tree will cut 22,000 feet of lumber of the value of about $1,000. A Cincinnati company contracted for the lumber from the tree, much of which will consist of boards four feet wide.

The plant of the Standard Furniture Company has closed down for the annual stock taking and renovating of the plant. This company is owned by the same men as the Davidson, Green & Hicks Company, one of the largest hardwood lumber concerns of Nashville, W. V. Davidson being president of both companies. Members of the company report a splendid business the past year, the company having shown substantial [illegible]

The spoke factory of N. C. Blanchard at Harriman, Tenn., was destroyed by fire, causing a loss of $10,000, which is partly covered by insurance. The plant employed about forty men, and usually carried a stock of finished and raw material amounting to about $100,000, but a [illegible]

Reports from Johnson City, Tenn., say that fire on Buffalo and Cherokee mountains has wrought much damage to hardwood timbers. The fire is supposed to have been of incendiary origin. Rains later extinguished the fire. Heavy losses have been reported in other sections of [illegible]

General business in Nashville holds up well. Bank clearings for June amounted to $24,671,545, compared with $24,564,307 in June, 1913. Considering general business conditions of the country, this would indicate a fine showing for Nashville.

Three Manufacturing Company of Bear's Creek; Houston & Liggett of Lewisburg; Sequatchie Handle Works of Sequatchie, and Williams Lumber Company of Fayetteville, all Tennessee lumber concerns, have filed an intervening petition with the Tennessee Railroad Commission, joining the Nashville Lumbermen's Club asking that lower rates on lumber in Tennessee be put into force on the Nashville, Chattanooga & [illegible]

## BRISTOL

The Keas Walker Lumber Company has purchased additional timberland in Wise county, Virginia. The company is cutting about 15,000 feet of hardwood lumber daily at its mill at Pardee, Va.

A Pennsylvania syndicate has purchased a large boundary of timber near Atkins, Smyth county, east of Bristol, and is preparing to install a large mill at Atkins. A railroad will be built at once.

The W. E. Harkleroad Lumber Company has just purchased a boundary of timber near Stoney Point, Hawkins county, Tenn., and will shortly begin cutting. The company is now operating three mills near Surgioasville, Tenn.

The band mill of the Black Mountain Lumber Company at Bluff City, eleven miles south of Bristol, has resumed operation after being idle several months. It is now well stocked with logs.

The Lovelady Lumber Company is making extensive improvements in its large mill at Jasper, Va., on the Virginia division of the N. & S. W. railway.

W. A. Beveridge of Beveridge & Taylor, spoke and hub manufacturers of this city, died suddenly last week at the age of sixty-nine. The body was taken to the old home at Appleton, Wis., for burial. He was prominently connected with the lumber industry in this section for fifteen years.

T. C. Adams of the Adams-Hampton Lumber Company of this city has returned from near Petros, Tenn., where he has been looking after the installation of a new mill. The company has purchased an additional boundary of timber in that section.

## LOUISVILLE

The Louisville Hardwood Club has been having some interesting meetings of late, most of them being held out of doors. The close of the first half of the year has made business discussions seasonable, and while most of the lumbermen found that the volume was not up to last year's figures, an optimistic feeling regarding future business prevails. It is noteworthy, however, that those who which pay most attention to the building field have had relatively better business than those which are dependent on the cabinet working trades. The hardwood men have held meetings lately at Devil's Kitchen, on the Taylorsville road and Riverview, a resort in west Louisville overlooking the Ohio. The program of having sessions in the open will continue throughout the hot weather. The club, incidentally, is one of the few business organizations which meets all through the summer without a change, interest in its work being amply sufficient to make this worth while.

Stuart R. Cecil of the Booker-Cecil Lumber Company, and president of the Louisville Hardwood Club, may now write "Sr." after his name. The stork arrived at his home recently, leaving Stuart Robinson Cecil, Jr. The youngster and his mother are getting along fine.

The W. P. Brown & Sons Lumber Company, which recently disposed of its mill at Dickson, Tenn., to John M. Smith, is concentrating its manufacturing operations at Fayette, Ala., where it has a large double band mill. The concern is continuing to operate a mill at Frankfort, Ky., on the Kentucky river, however.

The C. C. Mengel & Bro. Company, which recently suffered the loss of some commissary supplies and cattle when a party of Mexican federals raided its logging camp in Quintana Roo, has received word that the property has been restored. The raid, it was said, was an act of reprisal following the taking of Vera Cruz by the Americans.

Friends of H. E. Snyder, office manager for the Louisville Veneer Mills, are much worried regarding his condition. Mr. Snyder has been ill for the past month, after having been relieved only temporarily by an operation some time ago. It is possible that another operation will have to be made in order to bring about permanent improvement.

Harry E. Kline, superintendent of the Louisville Veneer Mills, has joined the ranks of the motorists. Mr. Kline now believes that Henry Ford, in spite of the fact that he raises wages without compunction, is one of the greatest men in the world.

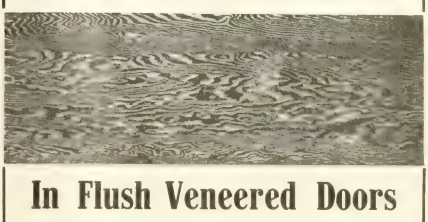
The Louisville & Nashville, which some time ago announced that a spotting charge of $4 a car would be put into effect in Louisville, has apparently decided not to enforce the ruling, as none of the lumbermen have been called on to make the payment. It is assumed, also, that the recent decision of the supreme court in the Los Angeles switching case will result in a decision to drop the effort to collect the charge. A peculiar feature of the case was that only a part of the local shippers of the L. & N. received notice of the intention of the road to make a spotting charge, so that apparently the whole idea was experimental with the railroad.

The Louisville Point Lumber Company has been running its mill at night of late in order to clean up its log supply. It has been getting in some fine poplar and oak logs.

The Edward L. Davis Lumber Company is having a run on cotton wood at its new mill at Lottie, La. J. E. Davis, vice-president of the Company, is in active charge there. President Davis and Secretary-Treasurer C. M. Sears returned from an inspection trip to Lottie last week.

T. M. Brown of the W. P. Brown & Sons Lumber Company, who is a


THE GLUE THAT IS APPLIED COLD



# In Flush Veneered Doors

The chief consideration is uniformly high-grade glue. Manufacturers of this modern type of door realize that its development has been retarded because the unavoidable lack of uniformity in other types of glue makes it impossible to know how long a door will stay in condition. The

# Use

Of vegetable glue insures **absolute uniformity** because of the very nature of preparing it and because every pound of our raw material is rigidly inspected.

# Vegetable Glue

Is also a rigid and permanent adherent; will not blister in sanding; has no disagreeable odor; will not deteriorate in standing—for a week if necessary; and can be applied cold without any heating application of any kind in the glue room. In addition, the average saving over former glue bills has been twenty per cent where vegetable glue is used.

**A DOOR MAKER SAYS:**

*Tacoma, Washington, U. S. A., Sept. 27, 1913.*
*File B.*

*Perkins Glue Company,*
*South Bend, Indiana.*

*Gentlemen: The convenience and economy of the use of Perkins vegetable glue, the uniformity and the satisfactory results we have obtained, together with the courteous we have been uniformly shown by the officers and representatives of the company, prompt us to express in this way our appreciation of the Perkins Glue Company and its products.*

*Yours very truly,*
*THE WHEELER, OSGOOD COMPANY.*
*RHC:S* *R. H. Clarke, Treasurer.*

**Perkins Glue Company**
**Originators and Patentees**
**805 J. M. S. Building, South Bend, Indiana**

THE GLUE THAT RUNS ABSOLUTELY UNIFORM

V E N E E R

Birch Veneers. Also Elm, Maple and Basswood
WE MANUFACTURE FINE ROTARY CUT
STOLLE LUMBER & VENEER CO. Tripoli, Wis.
LET US QUOTE YOU

W. T. THOMPSON VENEER CO.
SAWED
QUARTERED OAK VENEER
We Have Nothing But Flat Dried Stock
EDINBURGH, INDIANA

Kentucky Veneer Works
HIGH-GRADE—WELL-MANUFACTURED
Veneers
IN SAWED AND SLICED QUARTERED WHITE OAK AND QUARTERED RED GUM. OUR ROTARY CUT GUM AND POPLAR CROSSBANDING VENEERS ARE EXCEPTIONALLY GOOD.
Louisville Kentucky

SINGLE PLY ROTARY CUT
Thin Lumber and Veneers, Poplar, Gum, Oak, Yellow Pine and Cypress
The best that choice logs, 1914 Equipment, and long experience can produce.
WRITE FOR OUR LIST OF RANDOM AND OFF SIZES AT ATTRACTIVE PRICES
Old Dominion Veneer Company
NORTH EMPORIA, VIRGINIA

of the club for two years. Mr. Brown is one of the young men in the lumber business who are doing big things.

Paducah, Ky., lumbermen are jubilant over the fact that reduced rates on lumber have been put into effect. They became effective July 1. The change in the rates was made following an order of the interstate Commerce Commission, which [illegible] Board of Trade.

The Commonwealth Coal & Timber Company, Lexington, Ky., has been incorporated with $10,000 capital stock. Samuel M. Wilson, Clinton Harbison and others are the incorporators.

## ST. LOUIS

June receipts of lumber by rail into St. Louis, as reported by the Merchants' Exchange, were 16,488 cars. In June, 1913, the receipts were 17,816 cars, showing a loss in June, 1914, of 1,328 cars. Shipments of lumber [illegible] in June, 1913, were 16,367 cars. In June, 1914, the shipments were 13,180 cars, a falling off of 833 cars.

The first six months of the present year just ended show a falling off in shipments of lumber of 9,088 cars and in the receipts of lumber of 12,162 cars, according to the following statistics furnished by the exchange:

| | Shipments—Cars. | | Receipts—Cars. | |
|---|---|---|---|---|
| | 1913. | 1914. | 1913. | 1914. |
| January | 10,[illegible] | [illegible]17 | 16,147 | 14,188 |
| [illegible] | 11,[illegible] | [illegible]15 | 16,157 | 14,[illegible] |
| March | [illegible],[illegible] | 14,140 | 18,2[illegible]0 | 16,[illegible] |
| April | 14,240 | 14,[illegible]46 | 16,725 | 15,770 |
| May | 14,[illegible]76 | 11,[illegible]78 | [illegible],[illegible]96 | 15,418 |
| June | 13,180 | 12,[illegible]47 | 17,816 | 16,[illegible]88 |
| [illegible] | 76,[illegible]0 | 66,[illegible]92 | [illegible]4,[illegible]1 | 92,[illegible]6[illegible] |

Geo. W. Petrie has recently been appointed the local representative of the Byrne-Renfro Lumber Company, for the sale in the St. Louis market of their cypress output.

E. W. Blumer, sales manager of the Lothman Cypress Company, who has been in the East for two or three weeks on a selling trip, returned home a few days ago. He reports business in the East as rather quiet and few orders for cypress are being placed. Mr. Blumer says he generally does get his share of business. He says crops look fine and the outlook for business this fall is unusually good.

Mrs. Adelaide M. Rolfes, mother of Henry G. Rolfes, the well-known lumberman and former president of the Lumbermen's Club of St. Louis, died recently at the age of seventy-four. She had been an invalid for several months.

## WISCONSIN

The Cornell Woods Products Company of Cornell, Chippewa county, has filed papers of incorporation with the secretary of state. The capital is $3,500,000, of which $1,500,000 is first preferred, $1,500,000 second preferred and $500,000 common stock. The incorporators are Rufus B. Smith, W. R. Curkeet and R. M. Stroud, all Madison attorneys acting for other parties.

The Gilman Manufacturing Company suffered a loss of $12,000 June 26 when fire destroyed the heading mill and two dry kilns at Gilman. The fire department of Stanley, seventeen miles south, sent help and saved the stock of logs and the stave mill. The loss is covered by insurance of $7,000.

The hub mill of the Andrew J. Kaul Company at Merrill has been closed down and will not be operated until some future date not yet decided upon. According to Manager George T. Harding, the mill will not be abandoned but will remain idle until market conditions improve.

New rates on hardwood logs from Van Buskirk to Superior have been ordered reduced to 4.5 cents per hundredweight with a minimum load of 50,000 pounds, by the Public Utilities Commission. The order affects the Chicago & North-Western and the Northern Pacific railways.

The Sturgeon Bay Fruit Package Company is a new wood product concern incorporated at Sturgeon Bay by R. C. Totzke, H. C. Scofield and F. A. Shimmel. The capital stock is placed at $3,000.

The J. G. Lockhart Lumber Company of Sheboygan has removed its office to the new Prange office building on New York avenue.

Because the Menasha-Neenah Lumber Company at Neenah has lumber sheds within fifty feet from the armory, which is in violation of a local ordinance prohibiting lumber or similar material within that distance of a public meeting place, the lumber company proposed to erect an eight-inch fire wall if the council will amend the ordinance to permit this.

John D. Hollowell, manager of the Moline Wagon Company of Moline, Ill., has been appointed general manager of the Mitchell Wagon Company of Racine, which has recently been taken over from the Mitchell-Lewis Motor Company by an eastern syndicate.

Efforts are being made to establish in Grand Rapids a plant for the manufacture of an automatic diner by the Automatic Diner Machine Company of Milwaukee. It is contemplated to merge the Kaudy factory with the diner plant, the former doing the wood work for the latter. The machine is an invention brought over from Sweden.

C. H. Werden, formerly general manager of the Brooks & Ross Lumber Company at Schofield, who has of late been general manager of the

Hines Lumber Company interests at Mason, Bayfield county, is at the head of a newly organized corporation which takes over all the interests of the Hines company. The deal includes the sawmill, lath mill, bank, company store, cut-over lands and all other interests. The Hines company completed its lumber manufacturing here about a year ago since which time the mills were idle.

Senator Isaac Stephenson, prominent Wisconsin and northern Michigan lumberman, recently turned his eighty-fifth milestone. Senator Stephenson spent the day at his desk in the Senate at Washington. He is still actively engaged in his many lumbering enterprises.

## GRAND RAPIDS

President W. E. Vogelsang of the Grand Rapids Lumbermen's Association has appointed standing committees for the year as follows:

EXECUTIVE—W. E. Vogelsang, G. W. Perkins, Sr., J. W. Warner, A. M. Manning and J. David Boland.

TRANSPORTATION—E. E. Dennis, Adrian Van Keulen, L. L. Skillman, H. P. Newton, G. W. Perkins, Jr., W. L. Fassett and David Wolf.

MUNICIPAL AFFAIRS—E. L. Crossman, Chas. L. Deggie, W. E. Cox, J. W. Condon, H. E. Stiles, Henry Schneider, C. F. Sweet and J. H. Nigkswander.

ARBITRATION—G. vom Platen, David Wolf, J. H. Dudley, O. A. Felger, W. R. Smith, W. O. Hughart and W. C. Winchester.

INSPECTION RULES—Fred L. Nichols, N. J. G. Van Keulen, A. L. Dennis, Walter Tillotsen, Carl Schneider, Don Binns and C. L. Perkins.

MEMBERSHIP—Henry Stone, W. H. Boland, Glenn Fitzgibbons, Roy Dennis and Geo. Ingraham.

The Lumbermen's Club will hold its annual picnic this summer, though the time and place have not yet been named. The committee appointed to arrange for this event is composed of Arthur M. Manning, W. L. Fassett, Adrian van Keulen and Arthur Wolf.

Suitable lumber tariffs for Michigan shipments are under consideration now by the local association. The Pere Marquette railroad has submitted tariff rules and new rules prepared by the Grand Rapids and Indiana railway will be taken up also.

The Perkins Lumber Company has opened temporary offices in the Keeler furniture exhibition building, being forced to vacate the National City bank building on Campay Square, which is being razed to make room for a new structure. The Wonderly block, which adjoins the bank and is a landmark here, is also being torn down, the new building extending through from Monroe avenue to Pearl street.

George Engel of the Engel Lumber Company is out with his auto this week, calling on his Michigan trade.

Fred S. Torrey of the F. S. Torrey Veneer Company reports a satisfactory trade. He is selling the output of two southern mills and does a carlot business largely.

The midsummer furniture exposition opened June 22 and 205 buyers had registered during the two weeks up to July 4. The rush came July 6 and business prospects have brightened.

# The Hardwood Market

## CHICAGO

The outlook for Chicago seems to be very considerably brightened by excellent reports of projected building. For the month of June the number of permits issued was considerably in excess of the permits issued during June, 1913, when the building situation was in a comparatively favorable condition. That the local lumbermen are getting a great deal of comfort from this development is seen everywhere. In fact, the lack of any pessimism in view of present slack conditions is nothing short of remarkable.

This development in the building business is probably a result of desire on the part of a great many people to take advantage of what they consider low prices for lumber. Naturally, when such a movement starts a psychological effect upon others who are contemplating building follows immediately, the result being a general shaping up of plans for construction. It cannot be said that this promise of further activity has as yet had much effect on the lumber market, although to some degree the yards are getting a little more stock on hand. However, there is no disposition in any quarter to stock up either among the yard trade or among consuming factories.

About the most active line in Chicago, as well as elsewhere, is the wagon manufacturers, whose business is very materially stimulated by the remarkable crop reports. Other lines continue to be inactive, furniture people for the main showing a desire to wait for developments at the July exposition before doing any great amount of purchasing for the business of the next few months.

There continues to be no marked change in the relative standing of various hardwoods in the local market, although there has been some little strengthening in car stock and in the better grades of poplar and gum. Generally speaking, however, the situation continues about as before, with a fair level of prices, considering the unusual general condition and the season. There is, fortunately, no general increase in the price cutting problem, as for the most part lumbermen all over the country are showing a very firm spirit in this particular.

V E N E E R

We will make attractive sales on the following if we hear from you Immediately:

1 car 3/8 FAS Quartered White Oak

2 cars 3/8 FAS Plain Red Oak

2 cars ½" FAS Quartered White Oak

1 car ½" No. 1 Common Quartered White Oak

3 cars ½" FAS Plain Red Oak Rotary Veneers—our own manufacture

**Stimson Veneer & Lumber Co.**
Memphis Tennessee

THESE fine logs waiting to be cut for you. Send us your specifications — our price no higher, while our quality is better than most cutters'.

ADDRESS INQUIRIES TO

**Merrill Veneer Company**
Merrill, Wisconsin

3 Cars 1″ No. 3 Soft Elm

5 Cars 1½″ No. 3 Soft Elm

2 Cars 1″ 1s and 2s Birch

3 Cars 2″ 1s and 2s Hard Maple

10 Cars 5 4″ No. 2 Common and Better Birch

**Gill-Dawley Lumber Co.**
**Wausau, Wis.**

**Saline River Hardwood Co.**
Main Sales Office
**Pine Bluff, Arkansas**

Manufacturers of
**Genuine Forked-Leaf White Oak**

**Red and Sap Gum**
**Red Oak and Ash**

¶ We offer to the trade a remarkably SUPERIOR lumber product.

¶ Our TIMBER is virgin forest growth of the highest type.

¶ Our MILLS are new and produce accurately manufactured stock.

¶ Our LUMBER is all KRAETZER-CURED—treated with steam under pressure directly from the saw—insuring quick drying to light weight, freedom from seasoning defects and stick-marking, splits and stain.

¶ Kraetzer-cured lumber will "stay where you put it."

¶ Dry kiln and oak flooring plant in connection.

¶ We solicit the inquiries and orders of critical and discriminating buyers.

¶ For straight cars of Yellow Pine, or mixed cars with Oak Flooring, write LONG-BELL LUMBER COMPANY, Kansas City, Mo.

## NEW YORK

## BUFFALO

## PHILADELPHIA

There has been no observable progression in the hardwood lumber business since last report. Buying continues erratic and the orders booked are for specific requirement. The condition of the stock pile at the mills has prevented any substantial change in prices and it is believed rock bottom has been reached. At the first sign of a positive revival in trading, values will undoubtedly stiffen all along the line. Although there was considerable [illegible] there has been a steady advance during the latter part which has brought the average up to the first six months of last year. The hot season is here and as it brings with it the usual business inertia, the mind of the business man is relieved to an extent of its rigid concentration on the making of dollars and cents, and turns to thought of the needed respite at mountain and sea side. To many observers the fundamental condition of [illegible] and the eventual granting, it is believed, of the freight increase by the Interstate Commerce Commission to the eastern railroads are looked upon as the potent forerunners of a not remote progressive prosperity. Taking the hardwood lumber business as a whole the situation is more favorable than was feared considering the persistent interference by the National [illegible]

## PITTSBURGH

The hardwood market is anything but satisfactory. The demand is very light and some concerns are holding up deliveries on orders placed months ago. Even white oak, which has been a standby all the year, is showing considerable weakness. Furniture woods are breaking badly and the trade with the automobile and implement concerns is away below normal for this season. Yard business also is irregular and unsatisfactory and mixed car lots are the rule with these buyers.

## BOSTON

July always being a time of low volume in the hardwood trade, the [illegible] ever, from all sources indicate a very weak demand in the general market. There is not a corresponding amount of information available to the effect of price cutting; in fact, the largest portion of the items are holding up to ordinary values. Actual conditions indicate that considering the season the amount of inquiry is fair and perhaps a little better than might have been expected from earlier conditions. Advices do not show any marked changes in the tendency of prices—beech and maple are fully as strong as they have been; plain oak having declined in demand is still within the spring range of prices; quartered oak is quite well maintained and called for in many thicknesses; ash is still scarce despite the small [illegible]

## BALTIMORE

While most of the hardwoods are moving in relatively fine volume, it cannot be said that any decided change for the better has taken place. Expectations entertained by the hardwood men that business would be improved before long have not so far been realized; and though many members of the trade find at the conclusion of a particular period that they have done quite as well in point of quantity as could be expected, the returns in the aggregate are not up to normal. The chief trouble continues to be that the railroads and other big buyers are out of the market. With the rate decision by the Interstate Commerce Commission delayed, the demand for hardwoods on the part of the transportation lines has been held back, though there are not wanting indications that business with the roads is better than they would have it appear. The Baltimore & Ohio, for instance, has within the past few days announced that it was in need of several thousand additional men because of the increase in the crop movement expected, and other lines are probably in the same position. In view of this state of affairs it will be impossible to delay the placing of contracts for materials much longer, and there is good reason to look for a decided addition to the distribution of hardwoods because of the reappearance of the railroads in the market. All this, however, is in the future, and for the present there is no such revival as might put the members of the trade in an optimistic mood. Furthermore the quotations are no very fixed quantity at this time. Sellers are disposed to take pretty much what they can get, although a reputation for quality and ability to furnish stocks without delay will go far to decide the issue in individual cases. The manufacturer with a record for high grading and adequate selection will always get the preference over the man whose goods are of uncertain quality, and in many instances the prices realized will be satisfactory enough. Much also depends upon individual requirements. If a buyer is in a hurry and really needs the lumber he can be induced without much trouble to pay a fair price. As a rule, however, special effort is needed to bring out orders, and the selling forces are obliged to work hard these days. This difficulty is augmented by the fact that the furniture factories are far from busy. There is one division of buyers who seem to have enough to do to keep them going all the time, and they are the office, store and bar fixture makers. The Baltimore factories are all running full time, and occasionally they have to run after hours.

The foreign situation is still characterized by pronounced quiet, with the buyers holding back, or rather, putting the grades up so high that most of the exporters do not care to make quotations. Among the woods that are going forward in fair quantities is gum, with basswood also in good request. As for oak, the stocks abroad still appear to be more than adequate and the buyers are very captious. In a general way it is to be said that while some prices have eased off, others have stiffened a trifle, so that the average may be said to remain much the same. Sawmills are being operated to capacity, but without special pressure, and while stocks have undergone some accumulation, the increase is not of such proportions as to cause uneasiness among the producers.

## COLUMBUS

The hardwood trade in Columbus and central Ohio has been fairly steady during the past fortnight. This is the period for the semi-annual inventories and that together with the intervention of several holidays has had the effect of making trade rather quiet. Notwithstanding the inventory period and the business depression, the volume of business compares very favorably with last year's records. The prospects for the future are brighter as the season advances.

One of the best features is the continued activity in building operations. This is true not only in Columbus but also in the cities and towns of central Ohio. As a result dealers are the best buyers as they are compelled to replenish their stocks. Buying is being done for immediate wants and dealers are loath to accumulate stocks to any extent. Buying on the part of factories is rather slow. Implement and vehicle concerns are the best customers at this time. Furniture factories are going slow.

Prices generally are well maintained in this territory. Some shading of quotations is reported in order to force trade but this is not sufficient to cause any unsteadiness in the price list. Dry stocks in the hands of mill owners are not very large. Dealers' stocks are only fair. Shipments are coming out promptly and collections show a slight improvement.

Quartered oak is in good demand and plain oak is also stronger. Chestnut retains its strength, especially in sound wormy. Poplar is also strong. Other hardwoods are unchanged.

## CINCINNATI

There is as yet not much doing in the hardwood market but indications point strongly to a much improved condition by early fall. Just at this time there is as much business as is usual for this time of the year and lumbermen expect light ordering to continue throughout this month and next—orders coming in for small shipment but more frequency to them. The opinion prevails that by the arrival of fall there will be a fair demand from the larger lumber consuming plants, none of which are

Paepcke Leicht Lumber Co.
Conway Building 111 W. Washington Street
CHICAGO

RED GUM
AMERICA'S FINEST CABINET WOOD

Consider its good qualities.
It has strength.
Can be brought to a very smooth surface and consequently will take high polish in finishing.
Will not split easily.
Runs strong to wide widths and long lengths.
Is not easily marred or dented.
It can be supplied flat and straight—free of warp and twist.
Has beauty, color, life and character.
Considering its numerous good qualities, it is the lowest priced good hardwood on the market today.
We are the largest producers of Gum in the world.
Have a large and well assorted stock on hand at all times.
Can manufacture special thicknesses on short notice.

We guarantee
QUICK SHIPMENTS
GOOD GRADES
DRY STOCK
GOOD WIDTHS
GOOD LENGTHS
SATISFACTION

Band mills at
HELENA, ARK. BLYTHEVILLE, ARK.
GREENVILLE, MISS.

*Write, phone or wire for prices*

Paepcke Leicht Lumber Co.
Conway Building 111 W. Washington St.
CHICAGO

GENERAL VIEW OF MAIN SAWMILL PLANT

# LAMB-FISH LUMBER COMPANY

## Band Mill and General Offices: Charleston, Miss., U. S. A.

### THE LARGEST HARDWOOD MILL IN THE WORLD. ANNUAL CAPACITY, 40,000,000

CABLE ADDRESS—"LAMB." Codes Used—Universal, Hardwood, Western Union, A. B. C. 5th Edition, Okay

## STOCK LIST—Dry Lumber on Hand July 1st, 1914

| | 4/8 | 4/7 | 5/8 | 4/4 | 5/4 | 6/4 | 8/4 | 10/4 | 12/4 | 16/4 |
|---|---|---|---|---|---|---|---|---|---|---|
| 1st & 2nd Qtd. Wh. Oak, 6" & up | 90,000 | 15,000 | | 40,000 | 90,000 | 21,000 | | | | |
| 1st & 2nd Qtd. Wh. Oak, 10 & 12" | | | | | | 17,000 | | | | |
| 1st & 2nd Qtd. Wh. Oak, 7" & up | | | | | | 6,000 | | | | |
| No. 1 Com. Qtd. Wh. Oak, 4" & up | 50,000 | | 68,000 | 21,000 | 60,000 | 19,000 | | | | |
| No. 1 Com. Qtd. Wh. Oak, 6" & up | | | | | 55,000 | | | | | |
| No. 2 Com. Qtd. Wh. Oak, 6" & up | 2,000 | 2,000 | 12,000 | | 1,000 | | | | | |
| Clr. Sq. Cos., 6" to 6 Feet, No. 1 | | | | | 30,000 | | | | | |
| No. 1 Com. Strips | | | | | 40,000 | | | | | |
| 1st & 2nd Pl. Wh. Oak, 6" & up | 60,000 | 50,000 | 10,000 | 50,000 | | | | | | |
| No. 1 Com. Wh. Oak, 4" & up | 60,000 | 25,000 | 40,000 | 7,000 | 175,000 | | 25,000 | | | |
| No. 2 Com. Wh. Oak, 4" & up | 80,000 | 18,000 | 25,000 | 20,000 | 30,000 | 1,500 | | | | |
| 1st & 2nd Pl. Red Oak, 6" & up | 50,000 | 20,000 | 10,000 | 15,000 | | 15,000 | 15,000 | | | 400 |
| No. 1 Com. Red Oak, 4" & up | 50,000 | 25,000 | 25,000 | 27,000 | 22,000 | 78,000 | 15,000 | 15,000 | | |
| No. 2 Com. Red Oak, 4" & up | | | | | 300,000 | 9,000 | 2,000 | | | |
| No. 3 Com. Red Oak, 4" & up | | | | | 50,000 | | | | | |
| Oak Cos. Stock, 4" & up | | | | | 100,000 | | | | | |
| 1st & 2nd Red Gum, 6" & up | 92,000 | 251,000 | 119,000 | 37,000 | 15,000 | 65,000 | 11,000 | | 12,000 | 2,000 |
| No. 1 Com. Red Gum, 4" & up | 125,000 | 152,000 | 180,000 | 31,000 | 150,000 | 185,000 | 57,000 | 38,000 | | 6,000 |
| 1st & 2nd Dig. Red Gum, 6" & up | | | | | 12,000 | 4,000 | 5,000 | | | |
| No. 1 Com. Dig. Red Gum, 4" & up | | | | | 80,000 | | | | | |
| 1st & 2nd Qtd. Red Gum, 6" & up | | | | | 10,000 | 5,000 | 11,000 | 30,000 | | |
| No. 1 Com. Qtd. Red Gum, 4" & up | | | | | 15,000 | 2,000 | 8,000 | 9,000 | | |
| Sap Gum Box Boards, 1" | | | | | 15,000 | | | | | |
| Sap Gum Box Boards, 6/4 | | | | | 75,000 | | | | | |
| 1st & 2nd Sap Gum, 4" | | | | | 10,000 | | | | | |
| 1st & 2nd Sap Gum, 5/4 | | | | | 10,000 | | | | | |
| 1st & 2nd Sap Gum, 8/4 & up | | | | | 30,000 | | | | | |
| 1st & 2nd Sap Gum, 4" & up | 10,000 | 25,000 | 25,000 | 55,000 | 75,000 | 60,000 | 15,000 | 7,000 | 12,000 | 6,000 |
| No. 1 Com. Sap Gum, 4" & up | | | | | 15,000 | | | | | |
| Clr. Sap Gum Strips, 2" to 6" | | | | | 50,000 | 60,000 | 15,000 | 7,000 | 2,000 | |
| No. 1 Com. Sap Gum, 4" & up | 15,000 | 35,000 | 30,000 | 20,000 | 240,000 | | 85,000 | 15,000 | | |
| No. 2 Com. Sap Gum, 4" & up | 200,000 | | 75,000 | | 21,000 | 95,000 | 25,000 | | | |
| No. 3 Com. Sap Gum, 4" & up | | | | | 300,000 | | 55,000 | 55,000 | | |
| No. 1 & No. 2 Com. Cypress | | | | 155,000 | 40,000 | | | | | |
| Log Run Cypress | | | | | 38,000 | | | | | |
| No. 1 Com. Tupelo | | | | | 24,000 | | | | | |
| Log Run Cottonwood | | | | | 12,000 | | | | | |
| Log Run Elm | | | | | 80,000 | | | | | |
| Log Run Ash | | | | | 10,000 | | | | | |

VIEW OF MILL, SKIDWAY, WITH PART OF LOGS STORED IN BACKGROUND—WE HAVE 6,000,000 FEET OF SELECTED HARDWOOD LOGS STORED ON OUR MILL YARD.

carrying any surplus stock, nor will they do so so long as lumber can be had at reasonable prices and quick shipments obtained as is now possible.

There is a steady request for both plain and quartered oak, all grades selling fairly well except the low grades in quartered, which are, as usual, slow. An encouraging feature of the market is the renewed interest shown in common and better poplar which has been very sluggish for many months. Some lumbermen think it will continue and that sooner or later poplar will again be in favor. Red gum in firsts and seconds is also in better request than for some time and dealers think there will be a good demand for this wood by early fall. The same conditions apply to sap gum, which is moving even better than red just at this time. Cottonwood, in good stock, moves slowly but the same grade of ash is in good request, especially thick stock.

The furniture trade is showing some signs of improvement and lumbermen are looking forward to a fair demand from this source. The plants in this section are running full time but with smaller forces than is usual. They are getting sufficient business to keep going but no future orders to speak of. Consequently they are ordering only just what rough lumber they require for present needs, but as they are not carrying any stock on hand they should be large buyers in about sixty days or sooner unless all signs fail. The box makers are still very busy and are consuming large quantities of low grades suitable for their work.

## TOLEDO

There has been little if any change in the hardwood situation here for the past couple of weeks. There is still a very light demand and no speculative buying at all, despite which fact prices remain firm. The off-season for automobile and other vehicle concerns is, of course, on at this time and furniture factories are running very light. The greatest blow to the business, however, is the quietude which follows the lack of orders from railroad companies for new equipment. There has not been such a dearth in this class of business in years and hardwood dealers are feeling the results quite keenly. There is a good local demand for inside finish and flooring from the building trades but these orders are mostly for immediate delivery and there is little buying ahead. Building operations here continue active and include all sorts of structures, from private residences to business blocks, flat buildings and other investment structures. The Willys-Overland automobile factory is busy on additions which will cost a million dollars, and other factories are remodeling and adding to the buildings at their plants while several new factories are arranging to erect plants in this city.

## INDIANAPOLIS

The hardwood trade in Indianapolis and vicinity is in a more satisfactory condition than it was a fortnight ago. There are more inquiries and the sales that have been made have been of a little larger volume than they were a few weeks ago. Prices are practically the same, with a slightly upward tendency.

Large crops throughout the state are giving a feeling of optimism to business interests, and after the crops are harvested there is a general belief that business conditions will be much better. The automobile and furniture interests say the outlook for business during the next few months is more encouraging than it has been. The June hardwood trade, with few exceptions, was not so large as it was in June of last year.

## NASHVILLE

Conditions have not changed materially in the hardwood market during the latter part of June or first part of July. Trade has been of moderate volume. The large proportion of the orders are for moderate quantities, few being for more than car lots. The demand is for oak, chestnut, ash hickory, walnut and the other staple grades, with no features of importance. Local building has been more active the past two weeks, particularly in the matter of large buildings. Plans were announced for one apartment house to cost $200,000, and several apartment houses of less importance are being erected.

## BRISTOL

Bristol lumbermen report market continues dull. They expect a marked improvement in the fall but look for little change during the vacation season. While the most of the mills are busy and a fair volume of business is being done, trade is duller than it has been at any time this year and there is much complaint. Little new business is coming in at this time.

## LOUISVILLE

Lumbermen are hopeful, in spite of the relatively scant profits of the first half of the year, that the last six months of 1914 will raise the average sufficiently to make conditions at least normal. During the past six months there has been a considerable shrinkage of lumber values, and those who take inventory every six months have been compelled to shoulder a loss in this respect. However, business conditions are improving, and there is no reason why a price movement in the other direction should not set in during the remainder of the year, enabling hardwood men to recoup their losses. The demand for quartered oak remains good, and


# Mahogany and Circassian Lumber & Veneers

¶ The largest assortment of finest figured Mahogany Logs, Lumber and Veneers in the country can be found at the Chicago plant of C. L. Willey.

¶ We are just in receipt of fifteen cars of remarkably superior Circassian Walnut Logs, large size, well-figured and of good color, which are now being cut into Veneers.

¶ A visit or correspondence from discriminating buyers of all varieties of fine Imported and Domestic Cabinet Woods in Lumber and Veneer is solicited.

¶ You will not only find the Willey warehouses well stocked with a superb collection of Circassian, Mahogany, Vermilion, Black Walnut and other fancy foreign and domestic lumber and veneers, but buyers are assured of prompt and painstaking service, and a quality of product not usually obtainable.

¶ To visit the plant take Blue Island Ave. car at the postoffice to Robey Street.

## C. L. WILLEY, Chicago

*Largest Fancy Wood Veneer and Lumber producing plant in the world*

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All Kinds of High-Grade

## HARDWOODS

S. E. SLAYMAKER & CO.

Representing WEST VIRGINIA SPRUCE LUMBER CO., Cass, West Virginia.

Fifth Avenue Building, NEW YORK

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Best Indemnity at Lowest Net Cost
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The Lumbermen's Mutual Insurance Company, Mansfield, Ohio.

The Pennsylvania Lumbermen's Mutual Fire Insurance Company, Philadelphia, Pa.

The Indiana Lumbermen's Mutual Insurance Company, Indianapolis, Ind.

The Central Manufacturers' Mutual Insurance Company, Van Wert, Ohio

# $141,000.00

In Savings **DIVIDENDS** Returned

This Year to Policy Carriers of

## The Lumbermen's Underwriting Alliance

Possibly there is no good reason why YOU were not among these beneficiaries. If it is a matter of eligibility, and you feel that your plant does not at present comply with all requirements, confer with us anyway. Let us see if it cannot be brought up to an acceptable standard at no greater cost than will be justified by the prospective saving on insurance rates.

**U. S. Epperson & Company**

Attorney and Manager

1101 R. A. LONG BLDG. KANSAS CITY


## ST. LOUIS

[illegible] demand is principally for plain white oak. [illegible]

[illegible] are in very fair proportions and are pretty well assorted. Prices are [illegible]

## MILWAUKEE

[illegible] building investment during June and during the first six months of the year showed a falling off, due largely to the fact that many big building projects are being delayed until later in the season. During the month of June [illegible] 400 permits and an investment of $1,481,577 during the same month in 1913. During the first six months of 1914 2,156 permits were granted for the erection of buildings to cost $5,683,870, as compared with 2,084 permits and an investment of $6,280,294 during the corresponding period in 1913.

The hardwood business has been about holding its own during the past two weeks, although trade is not so brisk as lumbermen might wish for. A slight improvement is reported by some wholesalers, who are inclined to believe that demand will improve gradually from now on. A slight improvement in yard trade is reported, due to the fact that farmers are now finding a little more time to carry on various delayed building projects. Stocks on hand at the sash and door and interior finishing plants are light and better orders are expected from these concerns just as soon as building operations become a little more active. The arrival of larger shipments of new stocks is also expected to add a little more life to trade. The furniture factories are placing some fairly good orders and the implement concerns in Milwaukee and about the state are buying fairly well.

The supply of dry northern hardwoods is light and seems to be in strong hands, with the result that prices are being well maintained. Low grade stuff is holding firm. Birch, maple and basswood are meeting with a fair demand, while plain red oak and quartered white oak are the leaders among the southern woods.

## LIVERPOOL

Market conditions are very quiet and very little life is manifest. Prices are weak on general lines, though the tone is undoubtedly better. Round hickory and round oak are in about the same condition as previously reported. Though values are still very low, they will probably become quite firm at the end of the year. The stocks of both these lines are far too heavy, but some good sales are being made and with any material reduction in stocks, prices are bound to advance. Oak planks are somewhat better; in fact some sizes are quite non-existent. Shipments, however, are not recommended as the demand is not good, though some prominent people prophesy a boom in the oak plank business during the autumn. The wagon builders are undoubtedly very short of stock, but their trade is only quiet. If any improvement comes, which is quite likely, there will be a big rise in values.

Hardwood lumber in most directions is very much overstocked, the only exception being the birch market, which is very bare. Shipments in both lumber and logs would be well received. Ash lumber is undoubtedly better and if shippers would meet the market they could secure some profitable orders.

The result of the mahogany auctions held recently was very much a repetition of most of the sales held this year. It was quite clear that there was a good market for prime logs, figured and panel logs especially coming in for close attention. There was, however, only a limited market for wood of poor quality, which brought only very low figures. The prices realized, however, were on a low average all around and there seems little chance of an advance in any immediate sales. There is a very large stock of mahogany in merchants' hands here, which seems to be moving very slowly. Prices have not advanced very much since the last sales, if at all.

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Advertisements will be inserted in this section of the following rates:

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| For one insertion | 20c a line |
| For two insertions | 35c a line |
| For three insertions | 50c a line |
| For four insertions | 60c a line |

Initials or number counted as words in the heading, which is set in black face. No display except the headings can be allowed.

Remittance to accompany the order. No extra charges for insertion of paper containing the advertisement.

## EMPLOYMENT WANTED

WANTED—EMPLOYMENT

[illegible] New York [illegible] We can [illegible] sell a good line. EMPIRE STATE ASSOCIATES, 1265 [illegible] & Sons & Trow Sts., [illegible] 425 Bowery Bldg., Rochester, N. Y.

## LUMBER WANTED

WANTED

[illegible] No. 1 common Poplar in 10' and [illegible]
WOOD & BROOKS CO., Buffalo, N. Y.

WANTED TO BUY

[illegible] No. 1 common quartered white oak.
[illegible] No. 1 common quartered white oak.
DUHLMEIER BROS., Cincinnati, O.

## LOGS WANTED

WANTED—BLACK WALNUT LOGS

500 cars good black walnut logs, 10" and up in diameter, 6 ft. and up long. Will inspect at shipping point and pay cash.
GEO. W. HARTZELL, Piqua, Ohio.

## TIMBER FOR SALE

$15,000,000.00.

We have about fifteen million dollars' worth of timberlands for sale. Write us what you want. Dealers in timberlands, lumber yards, mill machinery, mills for sale, arranging loans, selling and exchanging cutover lands, and a general real estate business. If you want to buy or sell write us. THE JANESVILLE EXCHANGE. Timber Dept., Janesville, Wisconsin.

## LUMBER FOR SALE

RED AND WHITE OAK FOR SALE

[illegible] Quartered White Oak
[illegible] Quartered White Oak
[illegible] Log Run and White Oak Sap 4/4
J. R. McALISTER Co., Point, Miss.

QUARTERED WHITE OAK FOR SALE

[illegible] 4/4, 5/4 and 6/4 basis dry.
HAUSER, BRENNER & FATH CO.
Cincinnati, Ohio.

BUYERS OF HARDWOODS.

**Do you want to get in touch with the best buyers of hardwood lumber? We have a list showing the annual requirements in lumber, dimension stock and veneers and panels of consumers of those materials throughout the United States and Canada. The service is free to advertisers in the RECORD. It will interest you. Write us for further information about our "Selling Lumber by Mail System."**

HARDWOOD RECORD, Ellsworth Bldg., Chicago.

## DIMENSION STOCK WANTED

SOUND OR WORMY SOFT MAPLE

White Oak and Birch Squares Wanted.
LEOPOLD DESK CO. Burlington, Iowa

WANTED

Hard Maple and Beech Squares 42", 44", 48" long, plump 1" x 1". Must be clear and straight. If you have any to offer write us. Will take them dry or green.
THE COLUMBIA MFG. CO.,
New Philadelphia, Ohio

WANTED

DIMENSION OAK

Plain and Quartered

Various sizes for chair and table factories

Send to us for specifications and prices

INDIANA QUARTERED OAK CO

7 East 42nd Street,

New York

## DIMENSION STOCK FOR SALE

DIMENSION QUARTERED OAK

Red and white [illegible] to order for table and chair [illegible]
[illegible] BERRY BROTHERS, Russellville, Tenn.

## TIMBER LANDS FOR SALE

FOR SALE—ONE OF THE FINEST

[illegible] hardwood tracts of timber, consisting of [illegible] Up-to-date plant for manufacturing same can be purchased reasonably or leased. A rare bargain for some one. Address BOX 20, care Hardwood Record.

AN UNUSUAL OFFERING

[illegible] Michigan hardwoods. See [illegible]

TIMBER INVESTMENTS

We have a number of timber tracts offered for sale that are probably the most enticing investments offered in America today. Our list consists of all varieties of timber in different size tracts. We can please the most discriminating. Would be pleased to submit proposition on receipt of your requirements.
GREAT NORTHERN INVESTMENT CO.,
Main offices: Janesville, Wis.

FINE TIMBER TRACTS.

We have a number of timber tracts for sale in most all states at low prices and reasonable terms. Have few bargain tracts that are offered for quick sale. Write us what you want, we have it. THE JANESVILLE EXCHANGE. Timber Dept., Janesville, Wis.

TIMBER INVESTMENTS

We have a number of timber tracts offered for sale that are probably the most enticing investments offered in America today. Our list consists of all varieties of timber in different size tracts. We can please the most discriminating. Would be pleased to submit proposition on receipt of your requirements.
GREAT NORTHERN INVESTMENT CO.,
Main Offices: Janesville, Wis.

## TIMBER WANTED

WANTED—WHITE OAK TIMBER

400,000 ft. White Oak Timber 10"x14" to 12"x16". Will submit schedule upon application. 12 to 18 months in which to make delivery.
PLACE BROTHERS, INC.,
131 State Street, Boston, Mass.

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WANTED—PARTNER

[illegible] Hardwood lumber business, specializing in [illegible] Philadelphia. Address
ALFRED F. BUCKLEY,
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## SECURE BETTER PRICES

AT LESS SELLING COST BY REACHING MORE CUSTOMERS. HARDWOOD RECORD PUTS YOU BEFORE THEM ALL TWICE A MONTH. ASK US ABOUT IT.

**TIMBERLANDS FOR SALE.**

We are in a position to supply you with any kind of timber that your needs require any where in the United States, Canada, Mexico Cuba and Republic of Panama. Our list comprises over $60,000,000 worth of timberlands Write for copy.

GREAT NORTHERN INVESTMENT CO.,
Main Offices: Janesville, Wis.

## MISCELLANEOUS

**OAK, POPLAR, ASH**

and all other hardwoods, in all grades and thicknesses, can be readily sold if advertised in the Wanted and For Sale section of Hardwood Record. If you have a large stock you want to sell try a few lines in this department and see what a lot of inquiries they will bring you.

**TIMBERLANDS FOR SALE**

We are in a position to supply you with any kind of timber that your needs require any where in the United States, Canada, Mexico Cuba and the Republic of Panama. Our list comprises over $60,000,000 worth of timberlands Write for copy.

GREAT NORTHERN INVESTMENT CO.,
Main Offices: Janesville, Wis.

**If you want to get in touch with 3000 Live Wire Buyers of Hardwoods**

it will pay you to find out about the Hardwood Record's

**BULLETIN SERVICE**

One man, who uses the service gives it credit for earning annually $10,000 for him. Write for pamphlet—

*"Selling Lumber By Mail"*

It will prove a revelation to you.

**HARDWOOD RECORD**
(Bulletin Dept.)
**537 So. Dearborn St., CHICAGO**

**CHICAGO**

**E. H. KLANN LUMBER CO.**

Cottonwood, Gum, Oak, Ash, Cypress, Yellow Pine, Dimension Stock

819 FISHER BLDG. HAR. 1187

**COUNTERFEIT CHECKS**

are frequent except where our Two Piece Geometrical Barter Coin is in use, then imitation isn't possible. Sample if you ask for it.

S. D. CHILDS & CO., Chicago

We also make Time Checks, Steamship and Log Hammers.

If you are not a subscriber to HARDWOOD RECORD and have a suspicion that you would like to see a copy, it is yours for the asking.

**GERLACH**

**Circular, Band and Cylinder Saws, New Roller Saw Swages and Sharpeners**

Are unexcelled in Europe or America. We use the best steel, the finest equipment and have sixty years behind us.

THE PETER GERLACH COMPANY
Cleveland Sixth City

Secure Better Prices

at less selling cost by reaching more customers. Hardwood Record puts you before them. All Twice a Month

ASK US ABOUT IT

**GIBSON TALLY BOOK**

This three-throw tally ticket cover is made from aluminum, and accommodates four tally tickets—4¼x8¼ inches in size.

Folds compactly to less than one-fourth inch in thickness and fits side or inside coat pocket.

Gives large area of four tickets for complicated tallies, or straight grade can be made on one page.

Accommodates any form of tally ticket desired.

Special, patented, triplicate tally tickets supplied, printed on waterproof paper with carbon backs. Tallies made on these tickets are unalterable. Their use enables the inspector to retain triplicate, and forward original and duplicate. Duplicate designed to be attached to invoice.

These tally books are perfection for durability, convenience, accuracy, and for systematizing the inspection and measurement of lumber.

Patent applied for on covers. Copyrighted, 1910. Triplicate Tally Tickets patented.

**PRICE LIST**

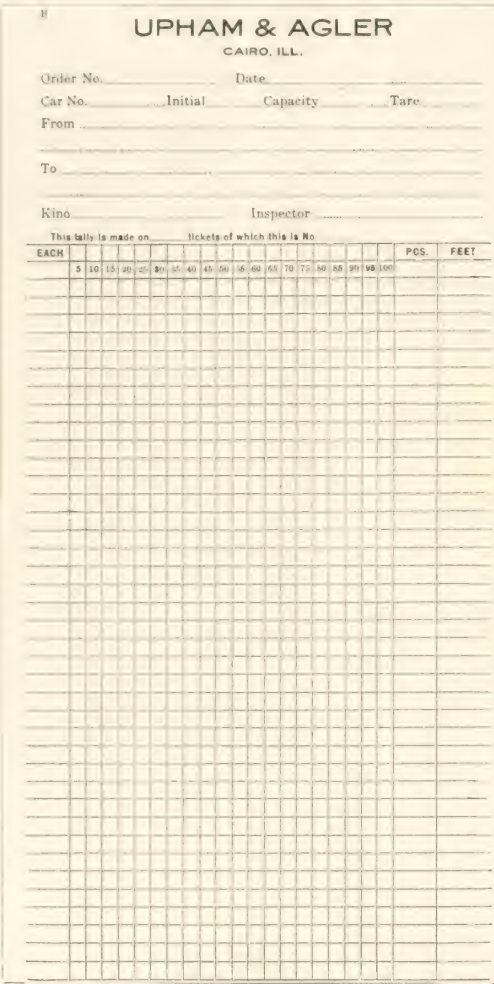
| | |
|---|---|
| Aluminum Tally Covers, each | $ 1.00 |
| Aluminum Tally Covers, per dozen | 10.00 |
| Patented triplicate Tally Tickets (stock form) per 1,000 | 10.00 |
| Single sheet manila (stock form) Tally Tickets, per 1,000 | 4.00 |

Specimen forms of Tally Tickets mailed on application. Covers sold on approval to responsible concerns.

Manufactured by

**Hardwood Record**
537 S Dearborn St., CHICAGO

# This is Form B



B

UPHAM & AGLER

CAIRO, ILL.

Order No. _____ Date _____

Car No. _____ Initial _____ Capacity _____ Tare _____

From _____

To _____

Kind _____ Inspector _____

This tally is made on _____ tickets of which this is No. _____

| EACH | 5 | 10 | 15 | 20 | 25 | 30 | 35 | 40 | 45 | 50 | 55 | 60 | 65 | 70 | 75 | 80 | 85 | 90 | 95 | 100 | PCS. | FEET |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|

Of Single Duplicate or Triplicate Lumber Tally Ticket (without Loose Carbon Sheets) used in the

## Gibson Aluminum Tally Book Covers

MANUFACTURED BY

HARDWOOD RECORD

537 S. Dearborn Street

CHICAGO

Let us send you catalogue and price list of scores of forms of lumber, flooring and log tally tickets.

**The Gibson Tally Book System** has more than 2,500 users.

# Sale of Michigan Hardwood Timber Lands

## Comprising Probably the Finest Hard Maple and Gray Elm Timber Now Standing

THE lands in Michigan belonging to the late David Ward, not disposed of by the Trustees during the existence of the trust created by the residuary devise of his will, have been ordered by Decree of the Circuit Court for the County of Bay, In Chancery, in a suit for the partition thereof therein pending, to be sold by a Circuit Court Commissioner in and for the County of Bay, Michigan, at public auction to the highest bidder, at the front door of the Court House in Bay City, Michigan, on the fourth day of August, A. D. 1914, at 10:00 o'clock A. M.

Some 7,000 acres and upwards of the timbered lands included in said sale are splendidly timbered with a fine quality of hard maple and gray elm, with a sprinkling of other varieties of timber. These lands were personally selected by the late David Ward upwards of a quarter of a century ago, and were especially selected for the excellent quality of the timber thereon, at a time when opportunity was available to select hardwood of these varieties as good as the very best that originally stood in Michigan, and they are practically the last offering of hard maple and gray elm timber lands selected under such conditions.

All of these lands are very accessible to the Detroit & Charlevoix division of the Michigan Central Railroad, while part of them are also accessible to the Grand Rapids & Indiana Railroad, the Manistee & Northeastern Railroad and the East Jordan & Southern Railroad.

Aside from the timbered lands, some 25,000 acres of denuded lands, and lands the timber on which has been heretofore sold and conveyed, will be offered at this sale, and also the saw mill plant, buildings and appurtenances, at Deward, Crawford County, Michigan, built and operated by the Trustees under the Will of David Ward, and likewise certain parcels of land and town lots, dock properties, boomage and riparian rights at or near East Jordan, Charlevoix County, Alba, Antrim County, Manistee, Manistee County, or Bay City, Bay County, Michigan.

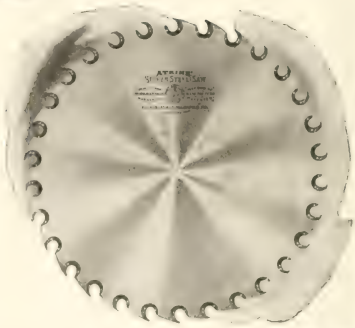
All of the lands will be offered in parcels as fixed by the Decree of the Court, the same ranging in size from 320 acres and upwards for the timbered lands and 80 acres and upwards for the cut over lands, and lands the timber on which has been sold and conveyed.

For further particulars write Hurdis M. Ready, Circuit Court Commissioner, Bay City, Michigan, or Chamberlain, May, Denby & Webster, 1406-10 Dime Savings Bank Building, Detroit, Michigan.

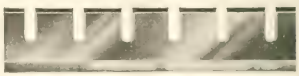
# ATKINS SILVER STEEL SAWS

*These are the Saws that made "the Hit" at the Panama Exposition. They are the Saws that are making an equal reputation in the home mill. They cut more per sharpening.*

Atkins Band Saws come fitted for use. They take their tension readily and hold it. Easy to swage and stand up to their work.



Atkins Solid or Inserted Tooth Circulars are made of Silver Steel. This insures longest life and least re-fitting.



Atkins Machine Knives for all purposes are correctly made, properly balanced, smoothly welded. Atla Steel means long life to knives.

*Specify ATKINS SAWS or KNIVES next time. Any Dealer or Supply House will furnish them. If not, write to the nearest address below.*

***Send for Our New 240 Page Catalog***

## E. C. ATKINS & CO., Inc. *The Silver Steel Saw People*

Home Office and Factory: INDIANAPOLIS, IND.

Canadian Factory: HAMILTON, ONT. Machine Knife Factory: LANCASTER, N. Y.

Branches carrying complete stock in the following cities: Address E. C. ATKINS & CO.,

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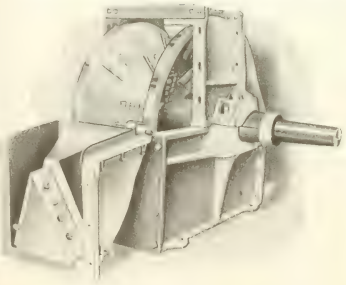
Vancouver, B. C. Seattle Sydney, N. S. W.

# LIDGERWOOD

LOGS AT MILL AT LOWEST COST

# SKIDDERS





## PROFIT FROM WASTE

THE DIAMOND DOUBLE ANVIL
HOG IS SPECIALLY ADAPTED
FOR HARDWOOD MILLS

Let Us Send You Bulletin R

**DIAMOND IRON WORKS**
MINNEAPOLIS MINNESOTA

FREE our monthly magazine "THE YELLOW STRAND" free for a year to all rope users. Write for it.

# EXPERIENCED LOGGERS USE YELLOW STRAND POWERSTEEL

In every hardwood lumber district in the United States—wherever ropes of extra strength and durability are required—there you will find Yellow Strand Powersteel Wire Rope.

It is made especially to withstand the tremendous strains of logging and heavy hoisting of all kinds.

Every wire is drawn from a special steel having a tensile strength 75 to 100 per cent greater than ordinary crucible steel. This insures great strength, elasticity and long life to the rope.

You need this strong, tough, pliable rope in your business. Why not place the order now?

Write for catalog No. 50

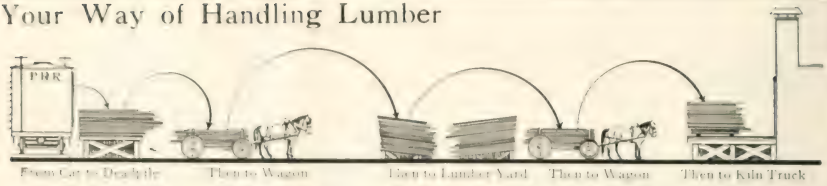
**Broderick & Bascom Rope Company**

New York ST. LOUIS Seattle

Factories: St. Louis and Seattle

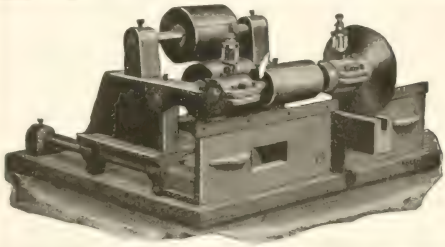
Agents Everywhere

## Your Way of Handling Lumber




Ask Us About THE NATIONAL WAY

THE NATIONAL DRY KILN CO., Indianapolis, Ind.



## BUTTING SAW
*for*
**Flooring Factories**

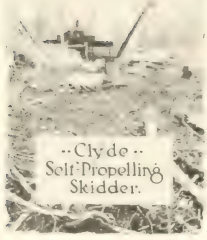
For cutting out defects and making square and smooth ends for end-matching machines. Used by the largest producers. Write for particulars and prices.

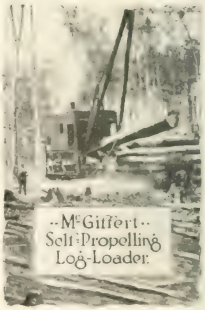
Manufactured by
**Cadillac Machine Co.**
CADILLAC, MICH.

# The Clyde System in Logging

aims to cut out as much dead time (time used in moving and getting ready to work) as possible and have the machines put in practically the full day skidding & loading logs

We will gladly show you how it works out




## CLYDE IRON WORKS

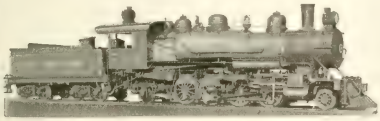
Manufacturers of Machines for EVERY Logging Operation

CLYDE DULUTH, U. S. A. CLYDE

*"Great Port of the Northwest"*

# Logging Locomotives

must be specially designed to suit the service. Baldwin loggers have been built in all types and sizes.



The Mikado type, illustrated above, is doing excellent work, where long hauls must be made with heavy trains.

**THE BALDWIN LOCOMOTIVE WORKS**
**PHILADELPHIA, PA., U. S. A.**
*Cable Address:—"Baldwin, Philadelphia"*

REPRESENTED BY

F. W. WESTON ..... 50 Church Street, New York, N. Y.
CHARLES RIDDELL ..... 625 Railway Exchange, Chicago, Ill.
C. H. PETERSON ..... 1010 Wright Building, St. Louis, Mo.
GEORGE F. JONES ..... 407 Travelers' Building, Richmond, Va.
A. WM. HINGER ..... 722 Spalding Building, Portland, Oregon

# Planned To Meet Your Drying Requirements

BECAUSE of its perfect control. The Standard Moist Air System is so adaptable that it will fit into your plant as though it had been especially designed to dry YOUR line of hardwods.

Our catalog explains how this unequaled adaptability is secured. It also contains a list of users in YOUR OWN LINE to whom you may refer for corroborative FACTS about The Standard Kiln's success, simplicity and economy. Write for it. Address: The Standard Dry Kiln Co., 1559 McCarty St., Indianapolis, Ind.



**ELEPHANT RUBBER** **BELTING**

**AIR DRILL AND AIR TOOL**

**HOSE**

**STEAM**
**WATER**
**SUCTION**

**EXTRA QUALITY**

Recommended for hard service and guaranteed to do the work

SELLING AGENTS

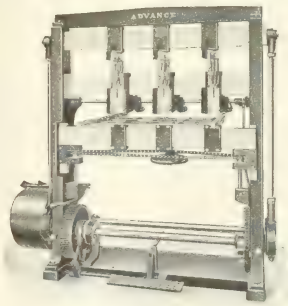
CRANE COMPANY - - - ALL BRANCHES
STANDARD EQUIPMENT CO., MOBILE, ALA
ALBANY MILL SUPPLY CO., ALBANY, GA.

**THE MECHANICAL RUBBER COMPANY**
(Chicago Rubber Works)

**307 W. Randolph Street, CHICAGO**
**ESTABLISHED 1882**



# Wire Stitching Machinery




FOR

Crates, Veneer and Resawed Lumber Boxes, Also Wire and Metal Bound Boxes,

FRUIT PACKAGES, BASKETS, FIBER SHIPPING CASES, PAPER BOXES AND SPECIAL PURPOSES

ASK FOR CATALOGUE

Manufactured by

**SARANAC MACHINE COMPANY**

BENTON HARBOR, MICH., U. S. A.

# VENEERS AND PANELS


## Ahnapee Veneer & Seating Co.

HOME OFFICE, FACTORY AND VENEER MILL, ALGOMA, WIS.
VENEER AND SAWMILL, BIRCHWOOD, WIS.

We manufacture at our Birchwood plant single ply veneers of all native northern woods and deliver stock that is in shape to glue.

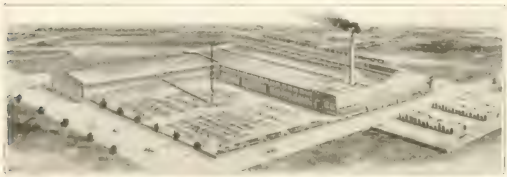
From our Algoma factory, where we have specialized for twenty years, we produce panels of all sizes, flat or bent to shape, in all woods, notably in Mahogany and Quarter-Sawed Oak.

We make no two-ply stock, and do not employ sliced cut quartered oak. Our quartered oak panels are all from sawed veneer.

Every pound of glue we use is guaranteed hide stock. We do not use retainers. Our gluing forms are put under powerful screws and left until the glue has thoroughly set.

If you seek a guaranteed product that is the best, based on results accomplished by most painstaking attention and study of every detail, combined with the use of the best stock and an up-to-date equipment, our product will appeal to you.

If you are a "price buyer" we probably cannot interest you.



EVANSVILLE VENEER CO., Evansville, Indiana

## VENEERS

Manufacturers and Importers of

Circassian Walnut, Mahogany

and other woods

We quarter-saw and slice White Oak, Red Oak, Gum and Sycamore

Rotary cut stock in poplar and gum, for cross banding, back panels, drawer bottoms and panels.

Plant is equipped with the most modern machinery and drying systems known.

## Custom Mill Work, Storage, Inspection

ON

Foreign Fancy Woods, Mahogany, Cedar, Circassian

We receive the logs, store or warehouse them, manufacture them into lumber, cut or saw veneers, pile and store the product, and ship via any railroad. Also furnish inspection returns on logs or lumber. Can furnish accommodations and economies which it is impossible to secure elsewhere. We always have on our yards parcels of plain and figured African, Mexican and Cuban Mahogany, Circassian Walnut and Cedar logs, placed here for sale by direct foreign shippers, from which advantageous purchases can be made.

Astoria Veneer Mills & Dock Co. Long Island City, New York

## HB OAK VENEERS HB

in

Sliced and Sawed Quartered and Plain White and Red Oak

*Walnut Cherry Ash Maple*

Also Band Sawn Lumber in These Woods

Hoffman Brothers Company

FORT WAYNE, IND.

Established 1867 Incorporated 1904

## B. C. JARRELL & CO.

MANUFACTURERS OF

High Grade, Rotary-Cut Gum

VENEERS

Cut right; dried right; prices right

HUMBOLDT, · TENNESSEE

# WISCONSIN

WHERE THE FINEST NORTHERN HARDWOODS GROW

## *Veneers and Panels with a Reputation*

WE manufacture Veneers in all the native woods and for all purposes. Also Built-up Panels in native and foreign woods—three and five-ply—and have established a reputation for furnishing high-grade material. Send us your inquiries and orders and become one of our satisfied customers.

*Underwood Veneer Co.* *Wausau, Wis.*

**R. CONNOR CO.**

WHOLESALE MANUFACTURERS

—of—

**WISCONSIN HARDWOOD and HEMLOCK LUMBER**

WE HAVE A COMPLETE STOCK

*Write for prices*

**Main Office** **MARSHFIELD, WIS.**

Our New Mill in Phillips, Wis.

ARE YOU IN THE MARKET FOR THE BEST

**Wisconsin Hardwoods?**

Send for Price List "H. R." Today

These Items Are in Excellent Shipping Condition

500,000' 4/4 No. 2 Common and Better Unselected Birch.
300,000' 4/4 No. 1 Common and Better Unselected Basswood.
350,000' 4/4 No. 2 Common Basswood, Rough.
400,000' 4/4 No. 3 Common Basswood, Rough.
300,000' 6/4 No. 2 Common and Better Soft Elm.
100,000' 6/4 No. 3 Common Soft Elm.
500,000' 4/4 No. 2 Common and Better Hard Maple.
1 Car 8/4 No. 2 Common and Better Basswood.
1 Car 5/4 Nos. 1, 2, and 3 Basswood.
3 Cars 4/4 No. 3 Common Ash.
5 Cars 6/4 Soft Elm Scoots.
3 Cars 6/4 Birch Scoots.
1 Car 4/4x11" and Wider 1st and 2nd Basswood.

**KNEELAND-McLURG LUMBER COMPANY**

Manufacturers of Hardwoods

**Phillips,** **Wisconsin**

# BIRCH

4-4 and thicker, No. 1 Common and Better also 4-4-5 and 6-4 Red Birch

We have on hand a complete stock (winter sawn) Red, Plain and Unselected Birch, Basswood, Soft and Rock Elm and Hardwood Lath.

LET US QUOTE YOU PRICES

**Rice Lake Lumber Co., Rice Lake, Wis.**

## IF YOU HAVEN'T SEEN THE GIBSON TALLY BOOK

Let us send you one on approval, with samples of Tally Tickets for triplicate, duplicate or single tallies—a score of forms to choose from. They are the latest and best. Endorsed by hundreds of lumber manufacturers and buyers.

**HARDWOOD RECORD** **CHICAGO**

# MICHIGAN

FAMOUS FOR HARD MAPLE AND GREY ELM

# "Ideal" Steel Burnished Rock Maple Flooring

is the flooring that is manufactured expressly to supply the demand for the best. It is made by modern machinery from carefully-selected stock and every precaution is taken throughout our entire system to make it fulfill in every particular its name—"IDEAL."

ROUGH OR FINISHED LUMBER—ALL KINDS

*Send Us Your Inquiries*

**I. Stephenson Co., Trustees - WELLS, MICHIGAN**

## EAST JORDAN LUMBER CO.

EAST JORDAN, MICHIGAN

*We offer the following Dry Stock:*

8 cars 1x6" and up No. 1 Common and Better Maple.
1 car 8/4 No. 1 Common and Better Maple.
10 cars 4/4 Full log run Beech.
5 cars 5/8 Full log run Beech.
5 cars 4/4 End dried White Maple.
1 car 4/4 No. 2 Common and Better Soft Maple.

WINTER CUT PROMPT SHIPMENT BAND SAWN

## "Chief Brand" Maple and Beech Flooring

in ¼, ⅜ and 13-16 and 1 1-16 inch Maple in all standard widths and grades, will commend itself to you and your trade on its merits alone

WRITE US, WE CAN INTEREST YOU

**Kerry & Hanson Flooring Co.**

GRAYLING, MICHIGAN

**S. L. EASTMAN FLOORING CO.**
SAGINAW BRAND
**MAPLE FLOORING**
SAGINAW, MICH.

"WE ARE GETTING RESULTS"
WRITES ONE ADVERTISER
This Means That He Is Getting
NEW BUSINESS
Through His Ad
If we can do it for him is there any logical reason why we can't for you?
*MAKE US PROVE IT*
HARDWOOD RECORD, CHICAGO

## HARDWOOD RECORD

Not only the ONLY HARDWOOD PAPER but the BEST LUMBER PAPER published

**Lumber Dried As Never Before**
SEE THE DIFFERENCE
GRAND RAPIDS DRY KILN
GRAND RAPIDS VENEER WKS., SOLE MFRS., MICHIGAN

## SECURE BETTER PRICES

AT LESS SELLING COST BY REACHING MORE CUSTOMERS. HARDWOOD RECORD PUTS YOU BEFORE THEM ALL TWICE A MONTH. ASK US ABOUT IT.

# BUFFALO

## The Foremost Hardwood Market of the East

YEAGER LUMBER COMPANY, Inc.
SPECIALTIES:
**Oak, Ash and Poplar**
932 ELK STREET

ANTHONY MILLER
**HARDWOODS OF ALL KINDS**
893 EAGLE STREET

Standard Hardwood Lumber Co.
**OAK, ASH and CHESTNUT**
*1075 Clinton Street*

G. ELIAS & BRO.
**HARDWOODS**
White Pine, Yellow Pine, Spruce, Hemlock, Fir, Lumber, Timber, Millwork, Boxes, Maple and Oak Flooring
955-1015 ELK STREET

BUFFALO HARDWOOD LUMBER CO.
We want to buy for cash
OAK, ASH AND OTHER HARDWOODS
All grades and thicknesses.
Will receive and inspect stock at shipping point. Branch yard, Memphis, Tenn.
940 Seneca Street, BUFFALO

**Hugh McLean Lumber Co.**
OUR SPECIALTY
*QUARTERED WHITE OAK*
940 ELK STREET

T. SULLIVAN & CO.
SPECIALTIES:
***Gray Elm, Brown Ash***
Pacific Coast Fir and Spruce
2 ARTHUR STREET

The above firms carry large and well assorted stocks of all kinds and grades of Hardwoods, and have every facility for filling and shipping orders promptly. They will be pleased to have your inquiries.

Manufacturers
Gum
Oak
Cypress

# General Lumber Company

Cottonwood
Maple
Elm

Memphis, Tenn.

## Little River Lumber Company

**TOWNSEND, TENN.**

WE continue cutting Hardwoods and Hemlock out of big, smooth, clean, prime logs, and we give special attention to the making of stock that is hard to make and is required in heavy thicknesses and special widths and lengths. We are in shape now to cut Poplar, in any widths or thicknesses desired. Also are getting into the mill a fine lot of Chestnut logs that can be cut to order. A little later on will be glad to talk Southern Mountain Maple with you—IT IS SURE FINE. Also Hemlock in all widths and all grades.

**We Continue to Solicit the Business of**

**Discriminating Buyers of High Grade Smoky Mountain Hardwoods and Hemlock**

**POPLAR**
**OAK**
**PINE**
ALSO
**ASH**
**CHESTNUT**
**WALNUT**

## VENEER

For **DOORS** and for **FURNITURE**

4,000,000 feet, all thicknesses, from 1 28 to 5 16 inch
800,000 feet Red and White 1 8″ and 1 15″ Door Stock; 1 20″ and 1 15″ Furniture Stock
800,000 feet selected Yellow Pine 1 15″ and 1 8″ Door Stock

WRITE FOR STOCK LIST

**CHICAGO VENEER CO., Inc., DANVILLE, KY.**

## YELLOW POPLAR

MANUFACTURERS OF BAND SAWED
POPLAR
QUARTERED OAK
PLAIN OAK
CHESTNUT
BASSWOOD

White Oak Flooring

SPECIALTY
QUARTER SAWED
WHITE OAK

Coal Grove, Ohio, U. S. A.

## LUMBER CO

BUSINESS LOOKS BETTER

# Hardwood Record

Nineteenth Year, Semi-Monthly.

CHICAGO, JULY 25, 1914

Subscription $2. Single Copies, 10 Cents.

We are prepared to ship promptly on receipt of order

**Hardwoods of All Kinds**

from our Philadelphia Yard or direct from our Mills.

**Specialties**

**7 in. x 24 in. No. 1 Heart Split Cypress Shingles.**

**5-8 Soft Yellow Tennessee Panel Poplar 18 in. and over.**

**J. Gibson McIlvain & Co.**
**1420 Chestnut Street, Philadelphia, Pa.**

**Memphis Band Mill Co.**
**Manufacturers**
**HIGH GRADE LUMBER**

QUARTERED WHITE OAK
PLAIN WHITE OAK
QUARTERED RED OAK
PLAIN RED OAK
RED GUM SAP GUM
COTTONWOOD

ALL BAND SAWN

**Memphis Tennessee**

**CARTIER-HOLLAND LUMBER COMPANY**

SPECIAL LIST STOCK FOR FURNITURE TRADE

120,000 ft. 6/4 Log Run Beech
50,000 ft. 8/4 Log Run Beech

CRATING

300,000 ft. 1x4 No. 4 White Pine Crating

REMEMBER, we perfor[illegible] mill [illegible]

MICHIGAN TRUST BUILDING
Grand Rapids, Michigan
MILL Ludington Michigan

# MICHIGAN

FAMOUS FOR HARD MAPLE AND GREY ELM

**Michigan Hardwoods, Our Own Manufacture**

**Sales Department**

## COBBS & MITCHELL, Inc.

CADILLAC, MICH. JULY 2, 1914

Dry Stock List

| | |
|---|---|
| 4/4 Ash No. 3 Common | 31 M |
| 1x6 Basswood 1s and 2s | 48 M |
| 4/4 Basswood 1s and 2s | 200 M |
| 4/4 Basswood No. 1 Common | 200 M |
| 4/4 Basswood No. 2 Common | 200 M |
| 4/4 Basswood No. 3 Common | 150 M |
| 1x3 and 4 Basswood No. 3 Common | 8 M |
| 1x5 Basswood No. 3 Common | 7 M |
| 1x6 Basswood No. 3 Common | 60 M |
| 1x7 and up Basswood No. 3 Common | 20 M |
| 4/4 Red Curly Birch 1s and 2s | 8 M |
| 4/4 Cadillac Gray Elm 1s and 2s | 100 M |
| 1x14 and up Cadillac Gray Elm 1s and 2s | 7 M |
| 4/4 Cadillac Gray Elm No. 1 Common | 100 M |
| 4/4 Cadillac Gray Elm No. 2 Common | 200 M |
| 6/4 Cadillac Gray Elm 1s and 2s | 50 M |
| 8/4 Cadillac Gray Elm 1s and 2s | 20 M |
| 8/4 Cadillac Gray Elm No. 1 and 2 Common | 17 M |
| 4/4 White Maple End Dried (Clear) | 6 M |
| 5/4 Maple Step 1s and 2s | 23 M |
| 4/4 Maple No. 3 Common | 60 M |
| 4/4 Elm, Basswood and Oak No. 4 Common | 83 M |
| 4/4 Red Oak No. 3 Common | 14 M |

*"It is not what lumber costs you, so much as what you can get out of it, that decides its value for your work."*

## MITCHELL BROTHERS CO.

DRY STOCK LIST

## MICHIGAN HARDWOODS

CADILLAC, MICH. July 1, 1914.

| | |
|---|---|
| 1x5 Basswood, No. 1 Common | 8 M |
| 1x6 Basswood, No. 1 Common | 19 M |
| 1x7 & up Basswood, No. 1 Common | 16 M |
| 4/4 Birch, No. 3 Common | 9 M |
| 4/4 Cadillac Gray Elm, 1's & 2's | 100 M |
| 4/4 Cadillac Gray Elm, No. 1 Com. | 100 M |
| 5/4 Cadillac Gray Elm, 1's & 2's | 18 M |
| 12/4 Cadillac Gray Elm, 1's & 2's | 5 M |
| 4/4 Soft Maple, No. 3 Common | 30 M |
| 6/4 Hard Maple, No. 1 Com. & Btr. | 3 M |
| 4/4 White Maple, End Dried (Clear) | 10 M |
| 4/4 Birdseye Maple 1's & 2's, End Dried | 1 M |
| 4/4 Basswood & Elm, No. 4 | 20 M |
| 4/4 Maple & Beech, No. 3 Common | 200 M |
| 4/4 Tamarack, Merchantable | 10 M |

**CADILLAC QUALITY**

When you want lumber of Cadillac Quality, lumber which has been manufactured and seasoned properly, and grades which have not been blended to meet price competition — send us your inquiries.

**WE SELL ONLY MITCHELLS-MAKE**

## W. D. YOUNG & CO.

MANUFACTURERS

**FINEST MAPLE FLOORING**

KILN DRIED, HOLLOW BACKED
MATCHED OR JOINTED
POLISHED AND BUNDLED

**Hard Maple, Beech and Birch Lumber**

1 TO 6 INCHES THICK WRITE FOR PRICES

**BAY CITY, :: :: MICHIGAN**

THE

## Kneeland-Bigelow Company

**Hardwood Manufacturers**

150,000 ft. 6/4 No. 2 Common & Better Beech
12,000 ft. 10/4 No. 1 Common & Better Basswood
50,000 ft. 6/4 No. 3 Common Elm

All of the above stock is nicely manufactured, being band sawed, trimmed, and well seasoned. We are prepared to quote attractive prices for this material for immediate shipment.

**BAY CITY, MICH.**

# Are You Buying Lumber NOW?

NOW is the time to buy hardwood lumber. Prices are down at absolute rock bottom. Stocks are at bottom ships now than they will be later on the year. Consumers have little lumber in their yards and will begin needing material in quantity shortly. The indications, backed up by good crops, the basis for all commercial prosperity, point to good business this fall, and hardwoods at current prices are certainly a good buy. If you can use any of the lumber quoted below, you will make no mistake in getting detailed information regarding it from the firms indicated.

### CHURCHILL-MILTON LUMBER COMPANY

Beech, log run—45 M 4, 4; 16 M 5/4; 15 M 4/4 1 and 2, No. 2 common.

Oak, plain, No. 1 common—4/4, 100 M; 5/4, 30 M; 8/4, 8/4, 5 M.

Quartered white oak—30,000 ft. 1s and 2s 4/4; 12,000 ft. 1s and 2s 5/4.

60,000 ft. 4/4 No. 1 common quartered white oak.

### THE LOUISVILLE VENEER MILLS

2 cars No. 1 common plain white oak.
1 car No. 2 common plain white oak.
1 car 1 and 2 plain red oak.
2 cars No. 1 common plain red oak.

### EDWARD L. DAVIS LUMBER COMPANY

cent that is asked for it. If you need cottonwood,

### W. P. BROWN & SONS LUMBER COMPANY

100,000 ft. 4/4 No. 1 common plain white oak.
1 car 6/4 1 and 2 qtd. red gum.
25,000 ft. 6/4 1 and 2 sap gum.
2 cars 4/4 first and second ash, 10" and wider.
5 cars 3" yellow pine pale stock.

### NORTH VERNON LUMBER COMPANY

5,000 ft. 3/8" Fas qtd. white oak.
6,000 ft. 1/2 Fas qtd. white oak.
60,000 ft. 5/8 Fas qtd. white oak.
100,000 ft. 3/4 Fas qtd. white oak.
12,000 ft. 4/4 Fas qtd. white oak.
50,000 ft. 4/4 qtd. white oak strips, clear.
25,000 ft. 5/8 Fas plain red oak.
50,000 ft. 3/4 Fas plain red oak.
75,000 ft. 4/4 Fas plain red oak.
65,000 ft. 5/4 Fas plain red oak.
75,000 ft. 5/8 No. 1 com. plain red oak.
200,000 ft. 4/4 No. 1 com. plain red oak.
11,000 ft. 5/4 No. 1 com. plain red oak.
25,000 ft. 10/4 Fas ash.

### NORMAN LUMBER COMPANY
Mills at Holly Ridge, La.

30,000 ft. 4/4 select poplar.
30,000 ft. 4/4 first and second poplar.
300,000 ft. 4/4 first and second sap gum.
400,000 ft. 4/4 No. 1 common sap gum.
70,000 ft. 4/4 first and second red gum.
250,000 ft. 4/4 No. 1 plain common red oak.

### STEMMELEN LUMBER COMPANY

up wide.
20,000 ft. 4/4 first and second plain red oak.
15,000 ft. 4/4 first and second one face red and white
75,000 ft. 4/4 No. 1 common plain red oak.
50,000 ft. 4/4 No. 1 common plain white oak.
20,000 ft. 4/4 No. 2 common plain red oak.
50,000 ft. 4/4 No. 2 plain common white oak.

### BOOKER-CECIL LUMBER COMPANY

150,000 ft. 4/4 plain common red oak.
75,000 ft. 4/4 No. 1 common poplar.
35,000 ft. 4/4 clear sap poplar.
16,000 ft. 4" sap and better poplar.
1 car 3" 1sts and 2nds ash.
1 car 4" common and better ash.
3 cars 3" common and better plain white oak.
5 cars 2" common and better maple.

**J. RAYNER**
**VENEERED PANELS**
ALL WOODS
SEND FOR STOCK LIST
**MAHOGANY LUMBER**
CARROLL AVE. AND SHELDON ST.
CHICAGO

**An Opportunity to Make Money With Small Capital**

I [illegible] all kinds of timber, well located in Central [illegible] Illinois. I [illegible] will not exceed $15.00 per M ft. for the timber of FINE OAK.

It is well to [illegible] as much as $20.00 per M ft. for fine timber, and I [illegible] $15.00 per M ft. for the best grade timber. Remember [illegible].

You can make a handsome profit on the timber and have a splendid farm left. Both are fine, no overflow.

If interested write for particulars.

JOHN C. SPRY
1003 Harris Trust Building
CHICAGO, ILL.

**A floor to adore**

For thirty-three years Wilce's Hardwood Flooring has been among the foremost on the market and because it stands today "unequaled" is the best evidence that its manufacturer has kept abreast of modern methods and the advanced demands of the trade. To convince yourself of the above statements, try our polished surface flooring, tongued and grooved, hollow backed, with matched ends and holes for blind nailing—you'll find it reduces the expense of laying and polishing

*Our booklet tells all about Hardwood Flooring and how to care for it—also prices—and is free*

**The T. Wilce Company**
22nd and Throop Sts. CHICAGO, ILL.

SAVE YOUR MONEY BY USING THE
**RED BOOK** Published Semi-annually in February and August

It contains a carefully prepared list of the buyers of lumber in car lots, both among the dealers and manufacturers.

The book indicates their financial standing and manner of meeting obligations. Covers the **United States, Alberta, Manitoba and Saskatchewan.** The trade recognizes this book as the authority on the line it covers.

A well organized Collection Department is also operated and the same is open to you. **Write for terms.**

**Lumbermen's Credit Assn.,** Established 1878
608 So. Dearborn St. CHICAGO — *Mention This Paper* — 55 John St. NEW YORK CITY

**89%**

of **HARDWOOD RECORD** subscribers are owners of steam plants. Eighty-nine per cent are, therefore, buyers of wood-working machinery. There is little percentage of waste circulation in **HARDWOOD RECORD** for machinery advertisers.

**Clarence Boyle, Inc.,** 312 Portland Block Chicago
WHOLESALE LUMBER
*Always in the market for OAK, GUM and POPLAR*

**89%** of HARDWOOD RECORD subscribers are owners of steam plants. Eighty-nine per cent are, therefore, buyers of wood-working machinery. There is little percentage of waste circulation in HARDWOOD RECORD for machinery advertisers.

# KNOXVILLE

Famous for Finest Type of Poplar, Oak and Chestnut.

## VESTAL LUMBER AND MANUFACTURING CO.

KNOXVILLE, TENNESSEE.

**QUARTERED WHITE OAK**

OUR SPECIALTY

MANUFACTURERS OF

**QUARTERED WHITE OAK, PLAIN OAK, POPLAR, WALNUT & TENNESSEE RED CEDAR LUMBER**

BAND MILLS AT VESTAL, A SUBURB OF KNOXVILLE. SOUTHERN AND LOUISVILLE & NASHVILLE RAILROAD

H. S. MIZNER, Pres. — J. M. LOGAN, Gen'l Manager

C. C. CANNON, Vice-Pres. — C. B. SWANN, Sec'y and Treas.

## J. M. LOGAN LUMBER CO.

MANUFACTURERS AND WHOLESALERS

HARDWOODS AND PINE

POPLAR A SPECIALTY

Main Office and Yards: Knoxville

Branch Office and Yard:
Bank and McLean Ave., Cincinnati — J. M. ASHER, Mgr.

We Want Orders for the following Dry Stock:
WHITE OAK—Plain or Quartered.
RED OAK—Plain or Quartered.
CHESTNUT — BASSWOOD
POPLAR — WHITE PINE

Always carry large well assorted stock of all kinds of Hardwoods.

CAN SHIP ON SHORT NOTICE.

THE HARDWOOD RECORD is a different kind, and altogether better lumber newspaper than has hitherto been published. This is made possible by the loyal co-operation and support of the hardwood element of the lumber industry. If you are a subscriber you will agree.

## Sliced Quartered Oak

"THE VERY BEST"

FIGURED AND PLAIN

ASH, CHESTNUT, POPLAR, PINE
RED OAK, WH. OAK, WALNUT

**Knoxville Veneer Co.**

P. B. RAYMOND, General Manager, Knoxville, Tenn.

## What Veneer and Panel Consumers Will Use in 1914

This information is shown completely in our new correction pamphlet (off the press recently), which revises our veneer and panel consumers' requirements lists complete according to 1914 requirements.

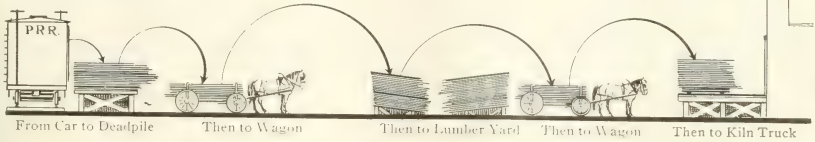
The information contained is all first hand and guaranteed to be authentic. It gives all details that you want to know on which to base an intelligent quotation.

It would cost you thousands of dollars and years of work to compile the same information—we know because that is what it cost us. You can have it for 1% of its real cost.

As its best use is while it is fresh and it costs only two cents to write, drop us a line today and let us give you the details.

**HARDWOOD RECORD, CHICAGO, ILL.**

## Your Way of Handling Lumber




Ask Us About THE NATIONAL WAY

THE NATIONAL DRY KILN CO., Indianapolis, Ind.

**Carolina Spruce Company**

OFFERS FOR SALE

Two cars 8/4 common and better Basswood
One car 4/4 1st and 2nd Basswood
Three cars 4/4 No. 2 common Basswood
Two cars 4/4 No. 3 common Basswood
Two cars 5/4 common and better Chestnut
Three cars 8/4 common and better Chestnut
Three cars 8/4 common and better Red Oak
Four cars 4/4 common and better Red Oak
Two cars 4/4 No. 2 common Red Oak

BAND SAWN STOCK

Mills: Pensacola, N. C. Capacity, 90,000 ft. per day

Charles K. Parry & Co. Sole Selling Agents Land Title Building Philadelphia

SEDRO VENEER COMPANY

Manufacturers of COTTONWOOD & ROTARY CUT DOUGLAS FIR VENEERS AND PANELS

SEDRO-WOOLLEY, WASHINGTON

¶ For items of Hardwood Stock or Hardwood Machinery, you will find it advantageous to write our advertisers. Get in touch!

CINCINNATI

THE GATEWAY OF THE SOUTH

# RED GUM

Write us when you want BONE DRY stock
High Grade Fine Widths Good Lengths

**BENNETT & WITTE**

224 West Fourth St. CINCINNATI, O.

**UNIFORM OAK**
**UNIFORM WHITE COLOR**
**UNIFORM SOFT TEXTURE**

Cut from our own tract of timber of 100,000 acres, by our own mills under our own personal supervision. We cut 200,000 feet of lumber every day.

SEND US YOUR *INQUIRIES*

**The Mowbray & Robinson Company**

YARDS: Cincinnati, O. Detroit, Mich. Rochester, N. Y. Brooklyn, N. Y.

CINCINNATI, O.

MILLS: Quicksand, Ky. Viper, Ky. West Irvine, Ky.

W. E. HEYSER, President WEAVER HASS, V. President
BENJAMIN BRAMLAGE, Sec'y & Treas.

# The W. E. Heyser Lumber Company

MAIN OFFICE & YARDS
Winton Place
**Cincinnati, Ohio**

BRANCH YARDS AND MILLS
West Virginia, Mississippi, Arkansas & Kentucky

12,000,000 ft. High Grade West Virginia and Southern Hardwoods in stock at all times.

Shipments made direct from our own yards and mills in straight or mixed cars.

**SEND US YOUR INQUIRIES**

## Penrod Walnut & Veneer Co.

**Mills, Kansas City and Helena, Ark.**

Address all inquiries to

**General Offices**
**KANSAS CITY, MO.**

**Kansas City Plant**

**Exclusively**

**WALNUT**

American and
Circassian
Figured
and Plain
VENEERS
and
LUMBER

**Helena, Ark., Plant**

**Exclusively**
**Rotary Cut**
**Veneers**

Oak, Ash
Red Gum, Elm
Poplar
Cypress
Yellow Pine
DRY AND FLAT
LATHES UP
TO 104″

## PENROD-JURDEN-McCOWEN LUMBER COMPANY

**Band Mills & Offices: Brasfield, Ark.**

Ready for immediate shipment

RED GUM

| QUARTERED | PLAIN |
|---|---|
| 2 cars 4/4″ 1s and 2s. | 3 cars 4/4″ 1s and 2s. |
| 1 car 5/4″ 1s and 2s. | 2 cars 5/4″ 1s and 2s. |
| 1 car 6/4″ 1s and 2s. | 1 car 6/4″ 1s and 2s. |
| 2 cars 8/4″ 1s and 2s. | 3 cars 8/4″ 1s and 2s. |
| | 1 car 10/4″ 1s and 2s. |
| 3 cars 4/4″ No. 1 Com | 3 cars 4/4″ No. 1 Com. |
| 1 car 5/4″ No. 1 Com. | 2 cars 5/4″ No. 1 Com. |
| 1 car 6/4″ No. 1 Com. | 2 cars 6/4″ No. 1 Com. |
| 2 cars 8/4″ No. 1 Com. | 3 cars 8/4″ No. 1 Com. |
| | 2 cars 10/4″ No. 1 Com. |

**The Famous Cache River Red Gum**

**Band Sawn—Dry—Flat**

Plain and Quarter Sawn Red and
White Oak always in stock

**GOOD GRADES** "STEARNS QUALITY LUDINGTON" **PROMPT SERVICE**

## HARDWOOD SPECIALISTS

### Service First

20,000,000 feet of dry Hardwood for immediate shipment.

We've got what you want when you want it.

OUR SPECIALTIES

**Planing Mill Work**
**Dimension Stock**
**Kiln Drying**

### Our Special Offer

15M 1x6″ FAS Basswood.
25M 1x6 to 8″, 10″ and 12″ FAS Basswood.
15M 1x12″ and wider FAS Basswood.
40M 1x5x6″ No. 1 Com. Basswood.
20M 1x7″ and wider No. 1 Com. Basswood.
25M 1x8″ and wider No. 1 Com. Basswood.
50M 1x6″ and wider FAS Beech.
40M 1x6″ and wider No. 1 Com. Beech.
45M 5/4 No. 1 Com. and btr. Beech.
55M 1x6″ and wider No. 1 Com. Birch.
40M 8/4 No. 1 Com. and btr. Soft Gray Elm.
65M 12/4 No. 1 Com. and btr. Soft Gray Elm.
20M 16/4 No. 1 Com. and btr. Soft Gray Elm.

*Write for Bargain Prices*

The STEARNS SALT & LUMBER CO. LUDINGTON, MICH.

# NASHVILLE

## THE LOGICAL PLACE TO BUY HARDWOODS

THE following is a list of stocks offered to the consuming trade by the hardwood lumbermen of Nashville. The character of the timber from which Nashville hardwood men secure their stocks places them in a peculiarly strong position as far as quality of lumber is concerned. Nashville lumbermen have always been noted for their strict adherence to all terms of sale, and in short have an enviable reputation for making good both as to the quality of lumber and as to grading.

The members of the Nashville hardwood trade solicit your attention to these facts and an opportunity of demonstrating their truthfulness.

### MORFORD LUMBER CO.

42,000 ft. 4/4 1s & 2s Pl. Red Oak.
24,000 ft. 4/4 No. 1 Common Plain Red Oak.
12,000 ft. 5/4 1s & 2s Pl. Red Oak.
14,000 ft. 8/4 1s & 2s Pl. Red Oak.
64,000 ft. 4/4 1s & 2s Pl. Wh. Oak.
35,000 ft. 4/4 No. 1 Common Plain White Oak.
8,000 ft. 5/4 1s & 2s Pl. Wh. Oak.
4,000 ft. 5/4 No. 1 Common Plain White Oak.
15,000 ft. 4/4 1s and 2s Qtd. White Oak.
1 car of 10/4 and 12/4 No. 1 Common and Better Ash.
1 car of 5/4 No. 1 Common Poplar.
1 car of 4/4 11" and 12" Poplar Box Boards.

### BAKER, JACOBS & COMPANY

3,100 ft. 1" 1s and 2s Poplar, 24" and up.
9,500 ft. 1" 1s and 2s Poplar, 18" to 23".
15,000 ft. 1" 1s & 2s Poplar, regular.
12,000 ft. 1" Sap Poplar.
14,000 ft. 1" No. 1 Common Poplar.
16,000 ft. 5/4 No. 1 Com. Poplar.
40,000 ft. 6/4 No. 1 Com. Poplar.
16,000 ft. 8/4 1s and 2s Poplar.
60,000 ft. 1" 1s and 2s Qtd. White Oak.
20,000 ft. 1" 1s and 2s Plain White Oak.
2,400 ft. 1" 1s and 2s Qtd. White Oak, 14" and up.

### TENNESSEE OAK FLOORING CO.

FOR PROMPT SHIPMENT

5 cars 4/4 1sts and 2nds Plain White Oak.
5 cars 4/4 1sts and 2nds Plain Red Oak.
1 car 4/4 1sts and 2nds Quartered White Oak.
1 car 4/4 1sts and 2nds Red Gum.
3 cars 4/4 No. 1 Common Red Gum.
2 cars 4/4 13" to 17" Gum Box Boards.
4 cars 4/4 Log Run Tupelo Gum
1 car 4/4 No. 2 Common Gum.

### THE DAVIDSON, HICKS & GREENE COMPANY

40,000 ft. 4/4 1s and 2s Plain White Oak
20,000 ft. 5/4 1s and 2s Plain Red Oak
15,000 ft. 5/4 No. 1 Plain Red Oak
50,000 ft. 4/4 1s and 2s Chestnut
25,000 ft. 6/4 1s and 2s Chestnut
30,000 ft. 4/4 No. 1 Common Chestnut
40,000 ft. 5/4 No. 1 Common Chestnut
12,000 ft. 8/4 No. 1 Common Chestnut
15,000 ft. 5/8 1s and 2s Poplar, 7" and up
30,000 ft. 4/4 1s and 2s Poplar, 7" and up
15,000 ft. 5/4 1s and 2s Poplar, 7" and up
20,000 ft. 6/4 1s and 2s Poplar, 7" and up
12,000 ft. 5/4 Sap Poplar, 5" and up
13,000 ft. 6/4 Sap Poplar, 5" and up
40,000 ft. 5/4 No. 1 Common Poplar, 5" and up
30,000 ft. 6/4 No. 1 Common Poplar, 5" and up.

### NASHVILLE HARDWOOD FLOORING CO.

*A few items we are very anxious to to move at very low prices.*

OAK FLOORING

60,000' 3/8"x1½" Clear Plain White
150,000' 3/8"x2" Clear Plain White
200,000' 13-16" x 2¼" Clear Plain White
40,000' 3/8"x1½" Clear Plain Red
200,000' 3/8"x2" Clear Plain Red
200,000' 13-16" x 2¼" Clear Plain Red
70,000' 13-16" x 2¼" Clear Qtd. White
15,000' ½"x2" Clear Qtd. Red
30,000' 5/8"x2¼" Clear Qtd. Red
20,000' 13-16" x 2¼" Sap Clear Qtd. White

### FARRIS HARDWOOD LUMBER CO.

1 car 5/4 No. 2 Common Quartered White Oak
1 car 6/4 No. 2 Common Quartered White Oak
1 car 4/4 1s and 2s Poplar
10 cars 4/4 No. 1 Common Poplar
1 car 4/4 Sap and Select Poplar
1 car 4/4 No. 1 Common and Better Quartered Sycamore
1 car 4/4 No. 1 Common and Better Plain Sycamore

### JOHN B. RANSOM & CO.

SPECIAL LOT OF STOCK

100 M' 4/4 1s and 2s Plain White Oak
150 M' 4/4 No. 1 Common Plain White Oak
50 M' 4/4 No. 2 Common Plain White Oak
100 M' 4/4 No. 1 Common Plain Red Oak
50 M' 4/4 No. 2 Common Plain Red Oak
50 M' 4/4 No. 1 Common Qtd. White Oak
20 M' 12/4 1s and 2s Qtd. White Oak
5 M' 12/4 No. 1 Common Qtd. White Oak

# THE SOUTH

PROMINENT SOUTHERN MANUFACTURERS

## Band Sawn Hardwoods

*WE PRODUCE OUR OWN STOCKS*

**Our Specialties:**

Cottonwood—Red and Sap Gum | Oak—Plain and Quartered Red and White | Three Ply Red Gum Panels

**A Few Items We Want To Move**

4 Cars 4/4" 1st and 2nds Red Gum
8 Cars 4/4" No. 1 Common Red Gum
5 Cars 6/4" 1st and 2nds Sap Gum
4 Cars 4/4" Select Yellow Cypress
5 Cars 4/4" No. 1 Shop Yellow Cypress
9 Cars 4/4" x 13" to 17" 1st and 2nds Cottonwood
8 Cars 4/4" x 6" to 12" 1st and 2nds Cottonwood
7 Cars 5/4" x 6" to 12" 1st and 2nds Cottonwood
11 Cars 4/4" x 13" to 17" Box Board Cottonwood
5 Cars 4/4" x 11" & 12" Box Board Cottonwood
4 Cars 4/4" x 9" to 12" Box Board Cottonwood
2 Cars 1/2" No. 1 Common Quartered White Oak
10 Cars 6/4" Log Run Soft Maple
7 Cars 4/4" 1st and 2nds Plain Red Oak

**WRITE US FOR PRICES**

**ANDERSON-TULLY COMPANY, Memphis, Tenn.**

BOX SHOOKS and VENEERS

100M 4/4 1s & 2s Quartered White Oak
75M 4/4 No. 1 Com. Quartered White Oak
12M 4/4 No. 2 Com. Quartered White Oak
10M 8/4 1s & 2s Quartered White Oak
50M 4/4 1s & 2s Plain Red Oak
100M 4/4 No. 1 Common Plain Red Oak
25M 4/4 No. 2 Common Plain Red Oak
100M 4/4 No. 1 Common Plain White Oak
25M 4/4 No. 2 Common Plain White Oak
25M 4/4 1s & 2s Sap Gum
50M 4/4 No. 1 Common Sap Gum
50M 4/4 No. 2 Common Sap Gum

**Carnahan-Allport Lumber Company**

VARNER LAND & LUMBER COMPANY

**Geridge, Lonoke Co., Ark.**

New Orleans Office, 406 Whitney-Central Bldg.
H. E. GLAESER
Representative in United States

## J. F. Müller & Sohn

WOOD BROKERS

Selling Agents for Hardwood Logs and Lumber

Hamburg, Germany

## N. A. WEBSTER

Manufacturers and Wholesalers

**Yellow Pine and Southern Hardwoods**

OAK. ASH. HICKORY. GUM. CYPRESS. TIES. PILING

**TEXARKANA, ARK.—TEX.**

TWO SPECIALTIES

FINELY FIGURED QUARTERED RED GUM FOR MAHOGANY OR CIRCASSIAN FINISH AND
FINELY FIGURED EVEN COLOR QUARTER-SAWN WHITE OAK

Write for our booklet how to take care of Gum to obtain best results as cabinet wood

G. H. EVANS LUMBER COMPANY, Chattanooga, Tennessee

## Salt Lick Lumber Co.

SALT LICK - - - KENTUCKY

MANUFACTURERS OF

Eureka Oak Flooring

Complete stock of 3/8" and 13/16" in all standard widths

TO CONSUMERS COTTONWOOD

WE OFFER

3 cars 4/4 9" to 12" Boxboards
3 cars 4/4 6" to 12" 1s and 2s
2 cars 4/4 12" and wider 1s & 2s
10 cars 4/4 No. 1 and No. 2 Com.

**The Johnson-Tustin Lumber Company**

566 Randolph Bldg. MEMPHIS, TENN.

## HARDWOOD RECORD'S

strongest circulation is in the region where things are made of wood—WISCONSIN, MICHIGAN, ILLINOIS, INDIANA, OHIO, PENNSYLVANIA, NEW YORK and the East.

IT'S the BEST SALES MEDIUM for HARDWOOD LUMBER

# American Walnut Has Arrived!

NOBODY who attended any of the furniture shows can doubt that Black Walnut, the Aristocrat of American Hardwoods, has regained its popularity, nor that it will be featured prominently on the floors of the leading retail distributors this fall. Nobody who has seen the beautiful interior trim in the new Marshall Field building in Chicago, which is finished in walnut throughout, can doubt that it will fill a big place in the building field hereafter. If you haven't prepared for the walnut demand, get in line. The appended lists show stocks ready to ship, in the hands of leading producers.

### EAST ST. LOUIS WALNUT COMPANY
**East St. Louis, Ill.**

BLACK WALNUT

| | | | |
|---|---|---|---|
| 50,000′ | 3/8″ 1st & 2nds | 66,000′ | 5/4″ 1st & 2nds |
| 50,000′ | 3/8″ No. 1 Com. | 32,000′ | 5/4″ No. 1 Com. |
| 130,000′ | 1/2″ 1st & 2nds | 20,000′ | 6/4″ 1st & 2nds |
| 60,000′ | 1/2″ No. 1 Com. | 32,000′ | 6/4″ No. 1 Com. |
| 180,000′ | 5/8″ 1st & 2nds | 14,000′ | 8/4″ 1st & 2nds |
| 110,000′ | 5/8″ No. 1 Com. | 22,000′ | 8/4″ No. 1 Com. |
| 160,000′ | 3/4″ 1st & 2nds | 6,000′ | 10/4″ 1st & 2nds |
| 110,000′ | 3/4″ No. 1 Com. | 7,000′ | 10/4″ No. 1 Com. |
| 54,000′ | 4/4″ 1st & 2nds | 13,000′ | 12/4″ 1st & 2nds |
| 169,000′ | 4/4″ No. 1 Com. | 8,000′ | 12/4″ No. 1 Com. |

### SANDERS & EGBERT COMPANY
**Goshen, Indiana**

Manufacturers

WALNUT LUMBER

and

SAWN WALNUT VENEERS

### GEO. W. HARTZELL
**Piqua, Ohio**

1ST AND 2NDS WALNUT

| | | | |
|---|---|---|---|
| 12,000′ | 5/8″ | 10,000′ | 10/4″ |
| 27,000′ | 3/4″ | 5,000′ | 12/4″ |
| 21,000′ | 4/4″ | 1,000′ | 16/4″ |
| 42,000′ | 5/4″ | 15,000′ | 3/4 to 4″ Figured |
| 30,000′ | 6/4″ | | Boards and Panels. |
| 35,000′ | 8/4″ | 30,000′ | 4/4″ Clear Face |
| 27,000′ | 10/4″ | | 6″ & up Wide. |
| 25,000′ | 12/4″ | Figured Walnut Butts. | |
| 10,000′ | 16/4″ | Figured Long Wood and | |

NO. 1 COMMON WALNUT

| | |
|---|---|
| 5,000′ | 5/8″ |
| 15,000′ | 3/4″ |
| 40,000′ | 4/4″ |
| 25,000′ | 5/4″ |
| 35,000′ | 6/4″ |

Plain Walnut Veneers Ready for Immediate Shipment.

All Stock Band Sawn, Equalized and Dry.

### PICKREL WALNUT COMPANY
**St. Louis, Mo.**

WALNUT

| 1st and 2nds | | | |
|---|---|---|---|
| 30,000′ | 1/2″ | 32,000′ | 1″ |
| 24,000′ | 5/8″ | 135,000′ | 1″ |
| 15,000′ | 3/4″ | 14,000′ | 1¼″ |
| 80,000′ | 4/4″ | 11,000′ | 1¼″ |
| 30,000′ | 1″ | 40,000′ | 2″ |
| 20,000′ | 1¼″ | 8,000′ | 2½″ |
| 24,000′ | 2″ | 5,000′ | 3″ |
| 10,000′ | 2½″ | No. 2 Common | |
| 6,000′ | 3″ | 110,000′ | 1″ |
| No. 1 Common | | 18,000′ | 1¼″ |
| 15,000′ | 5/8″ | 18,000′ | 1½″ |
| | | 12,000′ | 2″ |

VENEERS

Figured Walnut Log Veneers and Butts Ready for Shipment. Plain Veneers Cut to Order

### PENROD WALNUT & VENEER CO.
**Kansas City, Mo.**

WALNUT

| 1st and 2nds | | No. 1 Common | |
|---|---|---|---|
| 28,750′ | 3/8″ | 18,300′ | 3/8″ |
| 55,900′ | 1/2″ | 28,800′ | 1/2″ |
| 32,400′ | 5/8″ | 48,400′ | 5/8″ |
| 46,600′ | 3/4″ | 52,700′ | 3/4″ |
| 93,600′ | 4/4″ | 183,000′ | 4/4″ |
| 39,600′ | 5/4″ | 82,000′ | 5/4″ |
| 9,000′ | 6/4″ | 64,000′ | 6/4″ |
| 19,400′ | 8/4″ | 42,000′ | 8/4″ |
| 30,000′ | 10-16/4″ | 45,000′ | 10-16/4″ |

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1ST AND 2NDS WALNUT

| | | | |
|---|---|---|---|
| 50,000′ | 3/8″ | 48,000′ | 1/2″ |
| 110,000′ | 1/2″ | 60,000′ | 5/8″ |
| 170,000′ | 5/8″ | 67,000′ | 3/4″ |
| 75,000′ | 3/4″ | 50,000′ | 4/4″ |
| 110,000′ | 4/4″ | 14,000′ | 5/4″ |
| 40,000′ | 5/4″ | 32,000′ | 6/4″ |
| 82,000′ | 6/4″ | 60,000′ | 8/4″ |
| 48,000′ | 8/4″ | 5,000′ | 10/4″ & up |
| 20,000′ | 10/4″ & up | NO. 2 COMMON | |
| NO. 1 COMMON | | 55,000′ | 4/4″ |
| 14,000′ | 3/8″ | 30,000′ | 5 & 6/4″ |
| | | 25,000′ | 8/4″ & up |

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For Export

FIGURED WALNUT LOGS

FIGURED WALNUT BUTTS

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1ST AND 2NDS BLACK WALNUT

| | | | |
|---|---|---|---|
| 36,000′ | 1/2″ | 53,000′ | 4/4″ |
| 82,000′ | 5/8″ | 11,000′ | 5/4″ |
| 120,000′ | 3/4″ | 14,000′ | 6/4″ |
| 189,000′ | 4/4″ | 10,000′ | 12/4″ |
| 46,000′ | 5/4″ | 7,000′ | 16/4″ |
| 72,000′ | 6/4″ | | |

NO. 1 COMMON BLACK WALNUT

| | | | |
|---|---|---|---|
| 380,000′ | 4/4″ | 80,000′ | 6/4″ |
| 216,000′ | 5/4″ | 78,000′ | 8/4″ |

NO. 2 COMMON BLACK WALNUT

| | | | |
|---|---|---|---|
| 520,000′ | 4/4″ | 84,000′ | 8/4″ |
| 120,000′ | 5/4″ | 8,000′ | 12/4″ |
| 60,000′ | 6/4″ | | |

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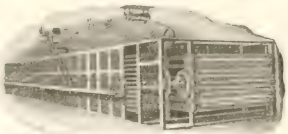
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SUBSCRIPTION TERMS: In the United States and its possessions, and Canada, $2.00 the year; in foreign countries, $3.00 extra postage.

In conformity with the rules of the postoffice department, subscriptions are payable in advance, and in default of written orders to the contrary, are continued at our option.

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Entered as second class matter May 26, 1902, at the postoffice at Chicago, Ill., under act of March 3, 1879.



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## Foreign and Domestic Woods In Logs, Lumber and Veneers

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NEW YORK

910 So. Michigan Avenue
CHICAGO

# Hardwood Record

Published in the Interest of the American Hardwood Forests, the Products thereof, and Logging, Saw Mill and Wood-Working Machinery, on the 10th and 25th of each Month, by

THE HARDWOOD COMPANY

Edgar H. Defebaugh, President
Edwin W. Meeker, Managing Editor
Hu Maxwell, Technical Editor

Entire Seventh Floor Ellsworth Building
537 So. Dearborn Street, CHICAGO
Telephones: Harrison 8086-8087-8088

Vol. XXXVIII CHICAGO, JULY 25, 1914 No. 7

## Review and Outlook

### General Market Conditions

THERE IS WITHOUT DOUBT A HEALTHIER TONE in all business circles at this time than there was two weeks ago. This could be attributed to various causes, but very likely has resulted in part at least from the attitude which the administration seems to be showing toward its regulation of big business. Also, the definite promise of an early announcement regarding the eastern freight rate proposition has had its bearing on the general situation. A strong factor probably is the continued good reports coming in from farming sections with the entire likelihood that that vast purchasing power is going to get into swing when returns from the record-breaking crops come in.

Regardless of causes, there is more optimism expressed at present than there has been for some time and the expressions of anticipation of good business in the fall are becoming more and more unanimous. There are still those, of course, who are of the opinion that nothing good will result while the democratic administration is in power, but business men in general seem inclined to believe differently regardless of their political convictions.

In the lumber business this tone is manifested more in the favorable expression on the part of buyers than in increased orders. Orders continue to come in probably in slightly increased numbers, but without very much change in proportion, but buyers in all parts of the country are talking in an entirely different mood than they did some time ago.

In furniture lines there is real justification for this tone in the developments at expositions in various cities in the Middle West and East. In almost all of the large markets there are more buyers this year than have ever been in attendance and as a consequence furniture manufacturers are congratulating themselves on the belief that they will have good business in the fall. Of course, this will mean an active awakening in demand for hardwood products.

The railroads seem to feel that they can not afford to wait any longer for necessary repairs and as a result several of them have recently placed orders of excellent magnitude for cars and other equipment. With a few of the important systems adopting this policy it will naturally follow within a short time that the other roads will do likewise. This result would unquestionably be very much appreciated.

Stock conditions are still good, although there is, of course, some accumulation at southern points with the resulting tendency to sacrifice values for the sake of orders. In this respect northern operators are probably in a more favorable condition than are southern operators, as owing to the shortage in log supply last winter they did not manufacture nearly so much stock as they had anticipated. A summary of prices which are now being received for northern lumber indicates that they are not nearly so far off as had been thought. In fact the average hardwood value now ranges probably not more than $1.50 below the unusually good prices which carried a year ago.

In southern woods the slightly stronger interest in gum which has been reported from certain centers seems to have become general. Gum stocks are moving fairly well both in upper and lower grades. The poorer classes of lumber generally are having the best calls these days as box people are still very active. Such stock as goes into wagon construction is actively taken up, as wagon manufacturers are almost unanimously in good shape and doing an excellent business resulting from farmers' increased necessity contingent upon harvesting the excellent crops.

HARDWOOD RECORD has expressed itself before as convinced of an entire likelihood of first-class developments in the fall and repeats that assertion, of course with the idea in mind that such an increase will not be immediate and out of proportion, but will be a gradual awakening of interest in all lines of commodities and a slow working back to more normal conditions.

### The Cover Picture

JOHN WESLEY, THE FOUNDER OF METHODISM, gave a place in history to the live oak tree, which appears in the cover picture illustrating this issue of HARDWOOD RECORD. Tradition relates that under this tree the celebrated missionary preached his first sermon in America. His own account of it does not say a sermon was preached there, but that there were "thanks" and "prayers." His diary, under date of February 6, 1736, says:

"About eight in the morning we first set foot on American ground. It was a small, uninhabited island over against Tybee. Mr. Ogelthorpe led us to a rising ground, where we all kneeled down to give thanks. He then took boat for Savannah. When the rest of the people were come on shore we called our little flock together to prayers."

The place has been identified as Seminole Island, South Carolina, and no one questions the correctness of the identification, and the tree is also equally well known. The cover illustration is from a photograph secured a short time ago by the Field Museum of Natural History, Chicago.

John Wesley was there one hundred and seventy-eight years ago. He was then thirty-three years old, and was at the beginning of a memorable missionary work. He had come to America with an overflowing zeal to christianize the Indians. He was not long in tackling the job, which proved harder than he had anticipated. He insisted upon expounding scholastic theology to the benighted heathen, and

few minutes after he set foot in America. The live oak is of slow growth and it lives to old age, but the oldest specimens are usually victims of decay which often does not appear externally, though the trunk is badly pitted beneath the bark. In the days of wooden ships, when the cutting of live oak for knees was a great industry, there were men who specialized in detecting decay in live oak timber. In John James Audubon's travels in Florida three-quarters of a century ago, he gave an interesting account of how this was done. The men were called "live oakers."

Wesley's oak are typical of the whole Gulf region and the South Atlantic coast. Though commonly called moss, it is not even in the moss family, but is a pineapple *(Dendropogon usenoides)* with leaves, flowers and fruit. The leaves are sometimes one hundred times as long as broad, and look like slender blades of grass. It is an air plant, or at least obtains very little nourishment from the branch on which it hangs. The black "horsehair" mattresses in many upholstery shops are nearly all made of the black fiber of this moss after the

## The Industrial Commission

session to investigate problems somewhat out of the ordinary. The investigators constitute the United States commission which is making a study of the relation of labor and industry. The subject is much wider than mere wages, or hours, or housing conditions, or prices. It combines these, but not in a statistical way. Its purpose is to reach the fundamental causes of present industrial unrest and hesitation, and to discover remedies, if possible, for real evils, and to dissipate such as may be found imaginary.

Abstract dogmas and theories will not have much weight in the inquiry. Live topics, like conciliation and arbitration, old age pensions, insurance, housing, wages and cost of living, receive most attention; but numerous other subjects, more or less intimately associated with present day industrial conditions, are under investigation. Labor unions, open shops, cost of material, boycotts, combinations, and whatever helps or hurts industry, is considered a legitimate subject for inquiry.

The field is wide. If its boundaries are somewhat vague and its extent not clearly defined, even these facts may be turned to advantage, because the scope of the work will not be cramped. Information has been sought from witnesses in various walks of life; merchants, manufacturers, social settlement workers, bankers, labor leaders, miners, sailors, hospital superintendents, and others who have first hand knowledge of present day conditions.

Those in charge of the investigation are men of wide business experience and technical training. They have planned their work along basic lines and on fundamental principles, extending from public agencies, state and national, which undertake to regulate business, down to the smallest group of laborers, united for purposes of bettering their condition.

## Some Forest Problems

than heretofore. The statement of purpose is easily made; but let no one suppose that the execution of such a purpose will be easy.

Those who undertake to work it out will have one important factor in their favor, namely, they will have the good will of lumber manufacturers from the start. The lumbermen and users of wood have been hammering at that proposition for years. They have accomplished much, but the good sought is yet a long way off, and the road by which it may be reached is not very plain. It is an encouraging feature of the situation that two strong departments of the government are about to unite their forces to take up the work in earnest.

Lumbermen who have been blazing trails in the direction of greater economy and efficiency in forest use and protection, have frequently pointed out some of the steps which they believe must be successfully taken before the desired results can be reached.

There must be wiser systems of forest taxation than some now in existence. Some kind of arrangement must be provided whereby the owner of young timber, like the owner of young corn, can make more money by protecting and keeping his crop until marketable than in abandoning it.

More efficient fire protection must be had. Smoke and charcoal pay no returns to the owner of land. Timber cannot be used after it is burned up.

Nature must be assisted in providing second growth of the right kind, after the first has been cut or burned. Blackberry briers, bird cherry, huckleberry bushes, and bracken fern are poor forest resources, yet they occupy land where trees might be growing.

More use must be found for low-grade lumber. There lies the chief waste. Abstract preaching is not going to induce anybody to buy that class of material. There must be a profit in it, or no sane man will touch it.

Sermons on the sin of waste will not diminish waste one cubic inch; but advice as to ways of making money out waste will be eagerly listened to by all dealers in forest products.

Home markets for lumber must be improved and increased. Good demand is the most powerful promoter of saving. The manufacturer will save every scrap that anybody will buy.

The foreign market should be extended. It will take fighting to do it, but it is worth the fight. If American lumber were pushed in foreign lands with the same spirit that is shown by the Japanese in pushing their oak, the over-sea market could be easily doubled.

The foregoing are some of the problems to which the two departments of the government will doubtless give attention; but they are by no means all the problems which must be worked out before American forests and the wood-using industries are placed where

## A Debatable Question

VILLAGE AND COUNTRY DEBATING SOCIETIES have always found a suitable subject for discussion in the question: "Which is the greater incentive to action, expectation of reward or fear of punishment"? Budding oratory has many times bloomed, and has sometimes gone to seed, advocating one side or the other of that proposition; yet, to this day, the correct answer has not been found, and the debate goes on.

The business interests of the country are now debating that proposition in all seriousness. The question has been slightly remodeled, however, to read, "Which is stronger, hope or fear?" Business is hesitating. It is uncertain whether to push ahead in quest of gain or to hold back through fear of what may happen. There is no question that every business man wants to go ahead; but "fear of punishment" is stronger than "expectation of reward." That is why business is dull.

This condition has been called psychological. The same kind of psychology is involved as that which would cause a prudent man to hesitate before venturing upon thin ice. He would rather come to a stop on the shore than take a chance of going through the ice. It is the same psychology that produces hesitation in a traveler who suspects that a footpad is lying in wait for him by a lonely road. It is a prudent hesitation, though the fear may not actually be well founded; yet, so long as there is fear, the traveler will be leery about venturing. A similar psychological situation exists when a banker declines to make a loan to a man who has little property of his own, and whose other security is of doubtful value. The man who is refused the loan may insist that the condition is entirely psychological; but that will fail to persuade the conservative banker that he ought to make the loan. Expectation of reward and fear of loss are weighed in the balance, and fear often outweighs hope.

The old proverb, "Nothing risked, nothing gained." might be modified to read, "Too much risked, nothing gained." The American business man is not a coward; neither is he unduly timid. He is willing to take reasonable chances. He does not shy at a shadow. At the same time he insists on seeing the road a few steps ahead before he sets out to travel it. That holds particularly true after he has heard a good many threats of hostility, and has became suspicious of a number of circumstances which have come to his knowledge.

## The Cost of Manufacture and Lumber Prices

IN THESE DAYS when lumber values are a constant subject for discussion it would seem that a great deal of unnecessary and harmful price cutting could be avoided if the lumbermen as a general thing were better equipped to tell exactly what their product is costing. The man who will deliberately sell goods at a figure which on the face of the transaction shows a direct loss is an exception, but the man who will sell at what he considers a small profit under the stress of adverse conditions is not at all exceptional. Thus it can easily be seen that any misinformation which would seem to place figures on the cost of manufacture at a point lower than they actually are cannot fail to act detrimentally to the general market.

It can readily be appreciated that when a concern is actually paying between $9 and $9.50 for all charges in lumber manufacture, including sales, from the time the logs are unloaded at the mill to the time the lumber is actually disposed of and money returned, but figures that cost at only $4.50, the chances for price cutting are much greater than when the cost is actually known.

Yet this condition applies exactly to a great many sawmill operations. The hardwood manufacturers who know their actual manufacturing cost are today rare. Exception will probably be taken to this statement, but it is nevertheless a fact. No other conclusion is possible when one concern in a certain territory after very careful study and computation knows its cost is $9.15 while another concern operating within a few miles and under the same conditions claims that it is turning out its lumber and selling it at from $4.00 to $4.50 from the log delivered at the mill.

Aside from the fact that it is poor business not to know costs more closely than this, the possible detrimental effects on the lumber business in general are of tremendous scope. It can readily be appreciated that fluctuating lumber values are to a great extent the result of confused knowledge of manufacturing and sales costs.

It is a generally known fact that no other business in this country is operated along such lines. It certainly seems that under present conditions when in certain cases it is necessary to convert stock into cash, but at the same time to make some kind of a profit from such transactions, an accurate knowledge of the cost of operating is an absolute essential to the prevention of bankruptcy. That the lumber business is successfully carried on with these methods in vogue is nothing short of a miracle, but if lumber manufacturers would apply themselves to the task of ascertaining the absolute cost of production the lumber business would be a much more staple proposition and the fluctuations in lumber values would be practically eliminated. Lumber would then be sold for what it is worth rather than for what it will bring because manufacturers would simply refuse to dispose of stock when they knew they were losing money. As it is their attitude is somewhat like that of the ostrich who hides his head under the sand when he scents danger. The lumberman who disposes of his stock not knowing what it costs, simply taking a chance on making a profit, has about the same chance of escaping impending danger as has the ostrich who shuts his eyes and waits.

## An Appeal and the Answer

THE RAILROADS HAVE APPEALED to the Interstate Commerce Commission for help. They wish to advance rates in order to raise money to meet running expenses and make improvements; but that phase of the question can be overlooked for the present, and whether rates are raised or not, lumbermen have it in their power to help the carriers and at the same time benefit themselves. It will not cost the lumbermen anything to do it.

In shipping lumber the cars can be loaded with 60,000 pounds in place of 45,000. The lumber will be carried at the same rate, and three cars will take as much as four with the smaller load. The railroad will have one less car to haul, and that car will be available to carry some one else's freight to market. In times of car shortage the available supply would be increased one-fourth if all shippers would load to capacity instead of only seventy-five per cent of capacity. Business generally would be stimulated by an increase in transportation facilities, and the beneficial results would be widely felt.

The shipper will gain in time required for his product to reach market if it goes forward in full cars instead of those only partly loaded; because delays are due to the number of cars to be handled rather than to the weight of the cars. One less in four will effect no small saving in time required to reach destination. The Chicago Lumbermen's Association is carrying on an extensive campaign along these lines. It is a subject worth exploitation by all associations.

## Wood for Fuel

THOSE WHO MANIPULATE STATISTICS to show the drain on the forests frequently lose sight of the largest item, fuel. The cut of lumber is tabulated from year to year; the crosstie purchases are counted; the pulpwood, tanbark, cooperage stock and veneer cut are added to arrive at the total; but the fuel is overlooked. Yet, according to figures compiled by the Forest Service, fuel is the leading item which must be supplied by the forests of this country.

The total is said to reach 100,000,000 cords annually. If this is reduced to board measure on the basis of 600 feet to the cord, it amounts to 60,000,000,000 feet, or fifty per cent more than the yearly cut of lumber. It is impossible to obtain an actual count of the cords of wood cut. It is too much scattered for that. An exhaustive series of estimates were procured from all parts of the United States, from men engaged in the cordwood business. The estimates stated the cords per capita used in villages, towns and counties per year, and the estimates being local in most instances, they were based on actual knowledge. From thousands of such local estimates, from Maine to California, a general average for the whole country was deduced, and was found to exceed one cord for each individual, or approximately 100,000,000 cords a year.

It was a surprise to find that the highest per capita use of wood as fuel in the United States is in Tennessee. Wood is cheap and plentiful there; and in the rural districts the open fireplace, which consumes enormous quantities of fuel, is yet common, and it partly accounts for the high ratio in that state.

Cordwood cut for fuel comes largely from waste, such as slabs from sawmills, tree tops left on the ground in lumber operations, and scrub growth and inferior trees which are not in demand for anything else. The fuel cutter does not often take what the sawmill man wants. If the fuel demand were doubled it could be met without taking much good timber. Transportation would be the chief problem, because the largest markets are not in proximity to the principal supply. Coal has not wholly displaced wood as fuel, even in regions where the mineral fuel is abundant and wood is relatively scarce.

# The Good-Fellow Salesman

tional interest to the proposition. Sam Blythe, of the Saturday Evening Post, created a tremendous lot of interest by a frank comparison between his ability to do good work when he was drinking with the rest of the boys and was being a good fellow, and now, Jack London's autobiography, concealed in the story of "John Barleycorn," aroused similar interest for the same reason.

"hard customers" and who want to get every advantage it is possible to secure through making their personal relations with their prospects pleasant, are constantly up against the question of drinking or not drinking; being a good fellow or a poor entertainer; and, in short, deciding whether they can sell goods effectively without trying to impress the customer along strictly personal lines.

"It isn't necessary to be a good fellow in order to sell veneers," the sales manager of one of the largest concerns in the field said recently. "In most cases the worst that the teetotaler gets is an even break, and on a par of points he is given all the better reception by reason of keeping his proposition on a strictly business basis."

The realization is gaining ground that competitive conditions in business nowadays are such that the consumer in every line must buy strictly according to quality and price. He cannot afford to place business merely because he happens to like a particular salesman. Conceding this to be true, does it not follow that spending time and money on being a good fellow is wasted ammunition?

There is no doubt that as a matter of personal efficiency drinking cannot help and may hurt. However, the practice is condoned here and there on the ground that it is still necessary in order to get business, and that the man on the road must be a "good fellow" if he is to turn in his fair proportion of sales. Hence the subject is one with a business aspect entirely apart from the effect of the drinking habit on those who have it.

That the theory of increased selling efficiency resulting from free drinking with customers and those in a position to influence sales has been exploded is the opinion of a good many who have been interviewed recently on the subject.

"I myself," said the sales manager referred to above, "don't drink at all. I am what some people would call a crank on the subject; and yet I don't believe I have ever lost any business simply because I didn't drink.

"Some time ago I was in keen competition with several other concerns for one of the largest orders of the year, involving delivery of several carloads of sawed stock to a big consumer. The prospect seemed to be a good fellow himself, and I supposed that the other good fellows in the bunch of salesmen would probably get the inside track. But I not only did not invite him to drink, but I declined his invitation, explaining the reason. He looked at me queerly and finally said that it was the first time he had ever seen a salesman refuse an invitation of that kind. Nevertheless, he gave me as much time as the others when he took up the question of buying the material for which he was in the market. I got the order simply because the price. Possibly the fact that I got nine hours' sleep the night before and was clear-headed helped me to argue my case. At any rate, this incident, where apparently I handicapped myself through

crowded with items referring to entertainment of customers, and a necessary to spend the money in this way, it is obviously poor judg- the man, then there isn't a shred of an excuse left for the practice.

It goes without saying that the salesman must make himself personally agreeable to the prospect, and there are times when this means dining, but not necessarily wining, the man who has the business to place. A certain amount of leeway in this regard is necessary. But where once it was considered proper to go the limit in staying up as much of the night as might be desired with a customer, many business men now believe that a good deal of money which might rather be spent in other directions.

"The business of the man who has to be caroused with in order to win his approval," said one lumber manufacturer recently, "usually is not worth much. Certainly it costs too much to get it. But most buyers nowadays are so much interested in the question of getting one hundred cents' worth of value for each dollar expended that they prefer not to have the salesman try to influence their judgment through paying for drinks and dinners and theater parties."

The following comment by the head of a big woodworking concern is very much to the point in connection with the subject of selling efficiency and good fellowship:

"I have had considerable selling experience myself," he said, "and although I am not a teetotaler, I have never found it necessary to drink in order to obtain business. We have in our sales organization a man who is a wonder along his line. He is far and away the best salesman I have ever known. He was formerly independently wealthy, and at that time he was a hard drinker and a great entertainer of his customers. He wasted all of his substance in dissipation, and got himself deeply in debt. After a heart-to-heart talk with the officials of the company, we decided to assume his debts and he promised faithfully to quit drinking. This he has done absolutely—which is an indication of considerable strength of character. Since his reform this man is more efficient as a salesman and vastly more reliable otherwise than ever before. His value to the company has increased 100 per cent."

In large concerns the methods used in purchasing are working more and more against the professional "good fellow." Few purchasing agents can be approached from this side; for they too are trying to make every dollar go as far as possible in getting equipment and supplies. Some years ago it was the general belief that the purchasing departments of the railroads could be influenced through this and similar means, but now those who sell to the carriers approach them with an open-and-shut proposition based entirely on the ability of their product to do the work and on its cost.

The modern type of salesman, who is becoming more and more familiar, is a clean-cut young chap, who knows his goods thoroughly and who studies the plant and operations of his customers. He is prepared to render service in suggesting how the product he has to sell is to be used. But when it comes to being a "good fellow" of the old-fashioned sort, he is not in the running.

Selling goods on a business basis has made the situation easier for everybody. It means less expense to the manufacturer and in the end less cost and better service to the customer. In short, cutting out the old brand of good fellowship and sticking strictly to business is not only in line with efficiency, but is really more agreeable; because no one wants to have to buy business with gratuities, and no buyer wants to tie up with a house which gets its trade in that way.

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Notwithstanding the slump in our export trade the past few months, the total exports for the fiscal year ending with June exceed the imports by a round 500 million dollars.

# Philippine Lumber Industry

By means of official reports, newspaper and trade journal write-ups, and stories told by returning travelers, the forest resources of the Philippines have been given a rather large amount of publicity during the past few years. The latest pamphlet on the subject was issued by the government at Washington, and the material was collected for the Department of Commerce by John R. Arnold. It deals with the lumber industry, and only incidentally with forest conditions.

The production of lumber in the islands is gradually increasing, but the rate is pretty slow. The cut in 1907 was 28,643,320 feet, and in 1913 it was 112,360,000. The increase has not varied much from year to year, and the latest total is about equal to the annual lumber cut in the state of Connecticut. It is estimated that about 1,000,000,000 feet could be cut yearly in the Philippines without lessening the supply. That would be cutting no more than the yearly growth.

More than ninety-nine per cent of Philippine timber is owned by the government; consequently there is little opportunity for private purchases. Concessions must be obtained. The license may run many years or for one year only.

The islands have about 2,500 kinds of trees, which are five times as many as the United States possesses; but the number cut for lumber in the Philippines does not exceed 400.

### Sizes of Lumber

The lumber output includes both boards and dimension stuff, but usually over sixty per cent, and in the case of some plants as much as ninety per cent, consists of the former, mostly 1-inch material. In general the large operators, who seek to maintain stocks, get out chiefly boards; the smaller licensees, who work almost wholly on orders, deal more extensively in dimension stuff. The proportion of boards used in local building is smaller than in the United States.

Comparatively little of the output is finished at the mills, sawed, the proportion in most cases apparently not exceeding ten per cent; most of this is finished before drying. Most of the finished lumber is for interior fittings and furniture. Kilns are comparatively rare. Air-drying usually takes two to four months. One concern guarantees the latter period in the case of export stock, and the method is generally stated to be satisfactory for present purposes, though there appears to be some reason for believing that the development of the industry has been and is being somewhat hindered by the inadequacy of the seasoning process employed. The Philippine government was not long ago obliged to make special arrangements to insure a reasonable supply of properly seasoned lumber for its own use at short notice, and it seems certain that the development of a successful export trade will ultimately depend in part on the introduction of improvements in this particular.

### Skilled and Unskilled Labor

Experience has shown that native labor is fairly good when no special skill is required, but the sawmills are obliged to bring skilled workmen from the United States under two- and three-year contracts. Existing conditions do not raise much hope that the present generation of natives can be depended on for skilled labor. The Filipinos are fairly reliable for work in the forest when they are well treated. A period of ten or twelve years of training under American bosses is not time enough to make a skilled workman of a native, according to the opinion given by some operators who have tried it.

### Kinds of Machinery in Use

Most of the sawmills used in the Philippines are stationary (except for one or two small plants in isolated localities). The native woods are hard to saw, and the general opinion is that the power required for the purpose makes the use of portable mills as a rule impracticable. One German importer of machinery, however, is of the opinion that European portable mills can be adapted to local conditions, and that a demand for them is likely to arise. So far as there is any justice in the complaint that American machinery is not solid enough, it is obvious that its disadvantage as compared with foreign machinery is particularly great in the case of portable mills for dealing with the hard native woods. At present the weight of opinion is decidedly in favor of stationary mills.

There is plenty of water power available in the Philippines, but very little is in use. Fuel is very plentiful and cheap.

The kinds of sawmill woodworking machinery most in demand are circular saws, band saws, resaws, matchers, edgers, mortises, tenoners, jig saws and lathes. Most of the sawmill machinery used in the Philippines is of American manufacture, though it is said there are mills of every sort and kind from the old hand-operated whipsaw to the modern band mill.

## The Closest Utilization

If someone were to ask you what line of industry has the closest utilization of lumber—that is, the closest clean-up and the smallest percentage of waste—could you answer the question? It is prompted here by the fact that the writer has found an industry in which it is claimed every bit of the lumber is used, down to pieces half-inch square and six inches long. This industry is the making of column openings, colonades, and grilles. The lumber used is mainly oak and birch, but with some other hardwoods and some pine.

In making column openings, a good grade of inch lumber is used. The pedestals, frames and panels are made from part of the stock, and these must be cleared. Then come the frame for the panels, the base and casing, the columns, and carvings if any are used. The columns are made generally without a lathe. In one factory the columns were made of staves carefully run on a sticker so that when finished they did not have to go to the lathe. Some are made smooth round, some of oval staves, giving a reeded effect to the column; and others have fluted effects. The oak for the work is very carefully dried, and generally the column staves are run with grooves in the edge and a slip tongue is used to join them together. Glue is poured into the groove, and the slip tongues are meantime immersed in a vat or pan of glue, taken right out, and run into the grooved openings. As soon as the glue sets the column is ready to clean off and fit into the frame.

The trimmings from the pedestals, frames, casing, and columns are utilized in making the fret work or grilles for overhead. The strips an inch square or a little larger are grooved on a special saw. They are then ripped to a uniform width, after which they are woven together in the grilles. Sometimes the weaving is in the form of a diamond and at other times in squares, and the one-time grooving with a saw is all the work it takes, because the strips are cut the right width to reverse and mesh into each other and thus weave into the overhead grille without further manipulation other than trimming the ends. The ripsaw on which they are cut to width is carefully filed and does its work so smoothly that they require no sanding. In fact, they seem to finish better than if they were sanded and polished.

The strips that are too small for this work are run into rods about a quarter or three-eights of an inch in diameter for making the rod and ball work that is used on some of the grilles. Then, there are the balls that go on the rods. These are usually bought separately from people making a specialty of them. It is only a matter of fitting them on the rods. There is no waste, except the shavings, sawdust, and small trimmings from cutting the grilles to pattern.

The carvings and ornamental work are no longer of wood except on rare occasions. They are generally made of composition, which is furnished much cheaper. Some machine carving and moulding is used, but this too is bought from people making a specialty of it. There is now and then a little hand carving for some unusual job, but this end of the business is a very small item. T. J. C.

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One good way to reduce the amount you have to pay the railroads in getting your lumber to market is to use dry kilns. This is not a new idea nor is this the first time the statement has been made, but the advice is good and there is still plenty of room for its use.

# Wood in Musical Instruments

[illegible]

The [illegible] sounding boards for pianos are beyond the reach of competition from substitutes. The metal people know better than to push in there, and cement and fiberboard are out of the question. [illegible] Mittelburger, the [illegible] while [illegible] under a roof of cedar shingles in Philadelphia [illegible] years ago was [illegible] with the resonance produced by raindrops falling on the shingles, until the present time, wood has held an undisputable place in the manufacture of musical instruments. Mittelburger's first work under his theory that wood was more musical than metal, was when he built a [illegible] organ, the first in America, with the pipes of Southern white cedar, the same wood which had charmed his ear while he listened to the rain on the roof.

[illegible]

The superlative quality of spruce as material for sounding boards is due to the long, straight, regular fibers of which the wood is composed. The microscope reveals what the unaided eye cannot see. The minute cells forming the word are extremely long—fully one hundred times as long as their diameter measurement—and each cell or fiber is stretched like a taut string. Although these cells, all lying lengthwise of the wood, are pressed and stretched closely, side by side, there is room for vibration when they are struck. One fiber communicates its vibrations to another next to it, until the whole body of the board is set vibrating and giving back the sounds which are so rich, deep, and pleasing to the trained ear of the musician.

All woods possess this quality of resonance but in vastly different degrees. Some are dull and nearly dead, others emit tones quick and sharp, and still others give out sounds that continue a long time and gradually die away as if vanishing in the distance. Spruce is of the latter kind. The ear need not necessarily be trained to the technicalities of musical tones to discern the high qualities of spruce in the matter of giving back sounds.

[illegible]

Extra long fibres or cells are not the only things required to make a wood highly resonant. The fibers must be free to vibrate. Some other woods which, as far as length of fiber is concerned, might be resonant, are found to be dull. The fibers are tied together by crossbands, usually known as medullary or pith rays, running across the fibers at right angles to them. When the fibers of such woods are struck and begin to vibrate, they are interfered with by the crossbands—as if a hand is laid on piano strings that have been struck—and the vibrations soon cease.

Spruce has as many of these crossbands or medullary rays as most other woods, but they are so regularly arranged, and are adjusted so nicely as to distances apart, that the vibrating fibers are little interfered with. For this reason spruce is said to be a ''homogenus'' wood, meaning that one part is similar to every other part. When one group of fibers has been set in motion, the motion can move through all adjacent groups. With most other woods this is impossible, because of the number and position of interfering elements which do not permit the vibrations to travel far.

[illegible]

In the manufacture of sounding boards the proper seasoning of the wood is an extremely important part of the operation. Green wood has little resonance, and resonance may be greatly impaired by too much or too rapid drying. If the wood is green or wet the hollow cells and the spaces between the cells are partly or wholly filled with water. The fibers under such conditions will no more vibrate than a cord will vibrate when it is not stretched. Some experienced lumber[illegible] of the state of [illegible] of a piece of wood by its ''ring'' when struck. Persons who have had much experience with a particular kind of wood become experts at [illegible]

The resonance of wood [illegible] too rapid [illegible] because the fibers are torn or distorted by checks or warping. Instead of the fibers lying regularly in parallel lines as they should, too great heat, or moderate heat applied suddenly, is apt to break them or throw one set across another by warping. This destroys the wood's resonance, because vibrations received by one group of fibers cannot pass readily to adjacent groups, and the motion is not carried to the whole mass.

Makers of sounding boards want their wood seasoned slowly and a long time. This gives the fibers and the other elements of which the wood is composed an opportunity to adjust themselves so gradually to the smaller space which they will occupy that there is a minimum of breaking and warping. It was formerly a theory that sounding boards should air season from five to ten years. That seems to be a [illegible]

[illegible]

The piano sounding board is not the only imperative demand on wood by manufacturers of musical instruments. The high-grade harp has its wood, also, and while a harp without wood might be possible, it would be pretty much in the same class as the poetical ''harp without strings.'' Hard maple and other woods answer satisfactorily for sounding boards in some instruments. The violin is an example. This is a small instrument, but it is in the highest class. Men have become famous on account of the violins they have made, and their names have become synonymous with perfection in that line. Stradivarius is an example. The performer on an instrument is usually the one who becomes famous, not the maker; but the violin furnishes the exception. The greatest violinists in the world are proud to advertise that they play on instruments made by Stradivari. What great pianist has ever advertised the maker of his piano, unless paid to do it? Manufacturers of first grade pianos are glad to present their finest instruments to such artists as Rosenthal and Paderewski, and send men along on the tours to keep the pianos in the best condition.

The making of the highest class violin requires two things above all others: suitable wood, and a maker who knows how to use it. ''Useless each without the other.'' Virgil's immortal war epic began with the words: ''Arms and the man,'' (*Arma virumque*). If some poet should arise to write epics of industry, as Virgil, Homer, and Tasso wrote of war, the canto on musical instruments might properly open with the words: ''Wood and the man.''

''RESONANCE'' AND ''RING''

Wood possesses resonance, metal has ring. That may not wholly conform to dictionary definitions, but it classifies the two materials pretty accurately. In certain instances the ring of metal is beautiful. The chime of well-tuned bells needs no apology. In fact, it can be classed among the most perfect sounds. The singing of a tightly stretched telephone wire across an open field in the autumn wind is a most pleasing melody to one who has an ear for the delicacy of the simpler sounds. But how much softer and melodious that singing wire becomes if the ear is pressed against the telephone pole, so that the vibrations come through the wood to reach the ear, instead of directly from the wire. Every one of the billions of fibers that make up the telephone pole seems to add something. The tones are segregated and multiplied until they range from the sound of a bee's wings to the bass notes of an æolian harp. It is the wood, simply the rough telephone pole, that works the miracle.

Some of the finest phonographs are equipped with wooden horns. This is done, it is explained, to get rid of the ''metallic ring.'' The purpose is accomplished. Resonance is substituted for ring.

Gottlieb Mittelburger, the organ builder and musician who was mentioned above, announced what he considered a great discovery when he said that the tones emitted from the cedar organ pipes

"were finer than from metal." Whether he was the discoverer or not, he announced a fact which has never since been disputed. The vibration—or the sound, if that name is preferred—does not originate in the wood or the metal of the organ pipe, but in the air within. It is transmitted through the material of which the pipe is made, and is modified in its passage. The metal gives the "ring," the wood the "resonance."

It is a fact that the supreme function of wood when employed in musical instruments, as sounding boards in pianos, the top of the violin, the organ pipe, or the phonograph horn, is to modify and enrich the tones. It does not originate there usually. They originate elsewhere—in the piano, harp, or violin strings, the air column in the pipe, or the disc of the phonograph—and the wood picks them up, beautifies and enriches them in a wonderful and mysterious manner, and transmits them to the outer air from which the hearer receives them.

Therein lies wood's superiority in the peculiar field, and there, apparently, it will remain until some inventor shall discover something to take its place. No such material has yet been discovered. In some directions substitutes are giving wood a hard run for its place, but not in the musical instrument industry, where doubtful innovations are not welcomed.

This drawing represents a mahogany tree that stood near camp Vaca, on the headwaters of the Belize river, about 30 miles northeast of Lake Petin, Guatemala, Central America. It is a typical representative of the mahogany tree, as it grows in that country. The picture shows the extremely wasteful method of the natives in felling timber by erecting a platform (or barbecue, as they call it) with poles bound together with tie-vine. On this the chopper stands, and is so elevated that he can cut a great notch around the tree, clear above the great buttresses, or brace roots, sometimes called spines. Nature strengthens the stumps and crotches of trees by knitting and twisting the fiber, and increasing the thickness of the annular layers of the growth of woody substance at points where falls the greatest strain. Thus every tree has been given a stump and crotch figure common to itself. From both of these in walnut we obtain a beautiful and valuable veneer, and from the crotches or fans of the mahogany has been produced a rare style of fancy veneer that has been prized very highly for a long time, and is still in demand. Why not utilize its stump?

This photograph represents a large walnut tree, after the earth had been dug away in grubbing, thus exposing the side or spur roots so they can be chopped down on a line with the body of the butt log, thus saving the extreme butt or stump, the most valuable portion of all large walnut trees and many small ones, if of a figured nature. This tree stood near the Arkansas river at Blackburn, in the Osage Nation, Indian Territory, now Oklahoma. The average gain in felling walnut by grubbing is about equal to the average loss in felling mahogany by cutting high stumps, and the best specimens are usually found in mountainous districts where the tendency of the ground is to retrograde from the trees and leave the roots exposed, while walnut grows best along the streams and the roots are deeply covered by the accumulation of soil deposit from frequent overflows. All walnut stumps can be cut off at a point considerably below the ground line, and not produce an objectionable amount of end grain in the veneer and by cutting them in various ways are very productive of a fine product. This, I claim, is also true of mahogany and it should be thoroughly tried out by experiment. J. V. H.

# Hardwood in the Retail Yard

more attention to the systematic cultivation of this field. It might even be urged that for the past few years this field of trade [illegible] wood manufacturers have not sought to cultivate it so thoroughly or so attentively as they might. There has been too much inclination to regard it as a small incidental trade that fills in and helps out but not worth serious effort to follow up and cultivate.

Illustration of what may be done along this line is furnished by a case in the veneer industry where a manufacturer of high-grade hardwood veneer turned special attention to the development of trade with the planing mills having glue room departments. This trade seemed so small and insignificant with each individual mill that veneer people heretofore have not sought it. This man concluded to try it out thoroughly, and after a year or two cultivating this trade with close attention, he said that it was proving to be the best business he had. There were not a great many carload orders, in fact, most of the trade was in small lots, but he found at the end of the year that the aggregate not only amounted up to a goodly total but that his best profits had come from these small lot sales.

Another illustrative case may be found in connection with oak flooring. There has been a fair amount of exploitation of maple flooring before the retail trade but many of those making oak [illegible] flooring through special channels, through individual agents who take contracts for and lay and finish the floors. There is not much question either but what a certain part of the parquetry and of the oak flooring trade will continue through this channel, especially such as show window work, but just the same in the face of this tendency and these special agents and contractors, a progressive retailer in one of the large cities has taken up this hardwood flooring idea as a strong feature. He has put a man well acquainted with the hardwood trade on this kind of business exclusively—that is the selling of hardwood flooring and of hardwoods of various kinds to the local trade at retail. The result so far seems to have proven entirely satisfactory and to have demonstrated an argument made in these columns heretofore, that a retailer, by carrying a proper stock of oak flooring and giving attention to its exploitation, can get a lot of business he had missed before, and in time can develop the trade so that local flooring contractors and layers will come to him for their supplies instead of placing local shipments made for each job from the factory.

A remarkable change is coming over the retail trade and its attitude toward oak flooring and hardwoods in general. Only a few years ago the secretary of one of the retailer's associations brought the subject of oak and parquetry flooring to the attention of a meeting of the board of directors which was made up of influential retailers from various sections of the state. He pointed out to them that they were missing a certain share of the lumber trade and forcing manufacturers of oak and parquetry flooring to go direct to consumers with their product when they might buy this product and carry it in stock. One of these progressive retailers made the statement that he didn't care to bother with it and would rather see it go direct. Since that time, though, there has been a change of feeling on this subject. It is being realized that the hardwood flooring, and especially oak and parquetry in certain sections of the country, is coming to be an important part of practically every good home built, and is therefore an item well worth carrying in stock by retailers.

Meantime there comes a much more extensive use of hardwood for interior trim. From the North we have birch trim in standard patterns which many retailers are now carrying in stock; on all [illegible] maple and other hardwoods into casing, base, stairs, paneling and making various kinds of hardwood trim and millwork to order. Meantime here come the gum people boosting gum for millwork as well as for furniture. Their investigators have shown that very likely one reason why more gum is not used for interior trim is because it is very expensive when bought and made up to special order for each individual job, whereas other woods, especially pine, are offered much cheaper in standard patterns made in quantity at the mills.

[illegible] evidenced by the [illegible] that [illegible] the question of putting in kilns and planing mill equipment and making standard patterns in hardwood trim for sale through the retail yards.

It would not only enlarge the possibilities for marketing, by having this stuff worked to pattern as the pine people do lots of this work, but it would make easier the carload shipments and competitive prices with the softer woods. One thing that makes the retailer hesitate about buying gum or any other hardwood trim or mouldings is that he does not care to buy a carload of it at once. In buying his pine he has long since been schooled to the habit of making up mixed car orders, in which he can include anything in the way of casing base or other special worked stock, and then have the carload made up of flooring, boards or framing.

With the hardwood millman in a position to furnish flooring, casing, base step stock and various other worked items as well as rough lumber, the chances for trade in carload lots become much better in dealing with retail yards. Practically all retail yards carry some quantities of rough hardwood. Often the man furnishing oak lumber may be in a position to furnish poplar siding and dressed poplar boards. Then if he can include oak flooring, oak for casing and base dressed to pattern and oak for window sills his chances for carload trade in mixed orders are exceptionally good. The gum manufacturer has some of the same chances, that is for siding both of the bevel type and of the drop siding type, gum boards, rough and dressed, gum for flooring, and for interior trim and for ceiling. If these are made up in quantities to standard patterns there is almost as good an opportunity to sell mixed cars in hardwood to the retail trade as there is to sell yellow pine, and there is a splendid talk for the hardwood in the fact that it makes a trim and takes a finish which compares with cabinet work for which people do not think of using the soft woods.

Taking the retail yard trade through and through, it offers splendid opportunities for the exploitation of a wide range of hardwood products. Moreover, during the spring months some of the hardwood lumbermen of the South have admitted that were it not that the planing mills and retail yards, those catering to the building trade, have been liberal buyers of hardwood this spring the hardwood business would have been decidedly dull. This is pretty conclusive evidence that the yard and planing mill trade has grown to be an important factor. Indeed, it seems important enough that it should receive the serious consideration of the entire hardwood trade and careful cultivation along all lines that promises fruitful results.

J. C. T.

## Railway Switch Facilities

If a railway company is under no legal duty to furnish sidetrack facilities for a particular shipper it is immaterial that it refuses to furnish such service through malice; but where a lumber mill is located near a sidetrack, and the railway company has furnished cars at that point the company may be compelled to continue the service, if the owner of the mill has made valuable improvements in reliance upon the previous course of dealing, if discontinuance of the service would seriously injure the millowner's business, and if the track is being maintained for the benefit of another shipper, and the service is maliciously refused.

# Wisconsin's Production of Beehives

The annual use of wood in Wisconsin for the manufacture of bee hives and their accessories totals 4,524,000 feet, board measure, according to an investigation of the industry in that state by Franklin H. Smith of the United States Forest Service. The figures are valuable, not only on account of what they show in Wisconsin, but because what is shown in that state serves as an index to the extent of the industry in other regions. Information along that particular line of wood-using has not been very abundant, probably because it was generally supposed that the business of manufacturing beehives was of little importance and scarcely worth inquiring after.

The showing in Wisconsin disproves this. When a single state demands more than four and a half million feet of lumber a year for a single commodity, it is proof that the amount demanded by the whole country is quite respectable. The average cost of the rough lumber delivered at the various hive factories was $22.97.

Only two kinds of wood are used for this industry in Wisconsin, white pine and basswood, and it is divided nearly equally between them. To be exact, white pine supplies 2,126,000 feet, and basswood 2,398,000. The pine costs $26.48, and the basswood $19.86. It may seem somewhat strange but nevertheless is true, that nearly one half of the total of each wood was shipped into Wisconsin from outside regions. The state is the leading producer of white pine, and much basswood is cut there, yet the users of these woods find it convenient to go elsewhere for nearly half. That, however, is not an unusual occurrence. State lines have no existence, as far as business is concerned; and purchasers buy where they can do best.

The pine's place in the industry is in the hive material proper; the basswood is worked into the light, thin frames in which the bees fix the honey comb. The two parts of the hive are not always made in the same factory or by the same manufacturer. They are distinct articles. The hives are of lumber, the frames of thin, narrow strips of veneer. The hive serves many years; a honey frame is filled once and that usually ends its career, though not necessarily so. Sometimes the honey is blown from the comb, which is then returned, frame and all, to the hive to be filled again with honey. The frame with its enclosed comb is usually sold, and in that instance the wood, weight for weight, brings as large a price as the honey.

The beehive, like most other articles made of wood, has undergone much change in years past. It was once customary to make it of straw twisted into ropes and wound round and round. At least, old pictures show that form. That kind of hive, called "bee basket" in Germany, came to a peak at the top, like a cone. It is not probable that beehives of that pattern were ever made in this country. Wood was always too cheap and convenient; but others, fully as clumsy and unsightly, were widely used by early settlers, and continued in use in some localities until recent times, while even yet an occasional equipment of that sort may be seen. The hive consisted of a section of a hollow log, standing upright.

It was commonly called a "gum." It is supposed that the name originally referred to a section of a black gum tree, as its hollow trunk was often a thin shell. In course of time, the name of the tree became the name of the hive, and many elderly people still speak of a bee "gum," meaning hive. The same name was given whether the log was of gum wood or of some other kind. In many regions the people used hollow sycamore sections for beehives, and in a few instances other trees were employed, including cypress trees in the South.

The bees never objected to the hollow log hive. In fact, when left to their own resources, and if no habitation were provided for them, they went off at swarming time and entered some hollow tree where they seldom failed to prosper. The people on the frontiers obtained much of the sweetest things of life from "bee trees." The settler soon learned to "track" bees to their trees. The tracking consisted in watching their flight through the air until the direction was ascertained, and it was then easy to follow, because when a bee starts for its hive it flies in a straight course. The term "bee line" commemorates the fact. The trackers followed, keeping a sharp watch for suspicious looking trees, and he was usually rewarded by locating the home of the swarm.

Mistakes were sometimes made, and trees were chopped down to find no honey or bees, but perhaps a nest of wasps or some other unprofitable insects. It is said that the largest yellow poplar in Kentucky, and probably the largest in the world, was cut down by bee hunters under the erroneous belief that bees occupied its enormous trunk. They found the trunk sound, and not a sign of a bee. The tree was twelve feet in diameter, and two hundred feet high.

There were no bees in America until they were brought by white settlers. They soon escaped to the woods and became wild. They moved into new country a little in advance of the settlers. The Indians soon learned that fact, and when they discovered bees in the woods they were accustomed to say that it was time to move on.

One of the chief sources of honey in the hardwood region is basswood and yellow poplar. The small laurel or ivy is also rich in nectar, but there is good reason to be thankful that this dangerous bush is not more widely distributed, because there are well authenticated instances of poisoning from eating laurel honey. Basswood is abundant in the lake states, and bees make the most of it; but cultivated crops now furnish honey to the busy workers.

The manufacture of hives, as in Wisconsin, is no proof that the articles are all for use in the state where they are made. It is a fact that hives and honey frames made in Wisconsin are shipped as far away as the Pacific coast.

## Encouragement Seen in Export Figures

The statement of exports from Baltimore of lumber and logs for June is rather more encouraging than some of the others that have gone before. It still reflects the quiet that prevails on the other side, and again shows a decline in the forwardings as compared with the corresponding period of 1913, but the deficiency, as contrasted with last year appears to be growing smaller, and a marked gain over the previous month is to be noted. It is this aspect of the situation that will tend to make the exporters cheer up and take a more hopeful view of the future. The total value of all the exports for the month, for instance, was $176,655 against $223,271 for June, 1913. But the aggregate for May was only about $107,000, so that a marked gain over that month is to be recorded. The difference in the shipments of oak lumber, for instance, in favor of last year is also narrowing, the total exports for June, 1914, having been 1,488,000 feet against 2,099,000 feet in June, 1913. In previous months the decline was usually more than fifty per cent., so that even in this item a change for the better is to be noted. To be sure, the total for last month was swelled materially by the exports of more than 1,000,000 feet of spruce, while June, 1913, showed only 25,000 feet, but there appears to be an approach toward an evening up in the market as a whole, and the exhibit is in the main encouraging. The figures are as follows:

| | June, 1914. | | June, 1913. | |
|---|---|---|---|---|
| | Quantity | Value | Quantity | Value |
| Logs, hickory | 19,000 ft. | $ 574 | 65,000 ft. | $ 2,150 |
| Logs, oak | 8,000 ft. | 300 | 20,000 ft. | 700 |
| Logs, walnut | 75,000 ft. | 4,000 | 275,000 ft. | 16,767 |
| Logs, all others | 10,000 ft. | 310 | 73,000 ft. | 2,480 |
| Lumber, oak | 1,488,000 ft. | 55,521 | 2,099,000 ft. | 75,829 |
| Lumber, white pine | 45,000 ft. | 1,679 | ..... | ..... |
| Lumber, short leaf pine | 257,000 ft. | 8,128 | 306,000 ft. | 10,143 |
| Lumber, poplar | 356,000 ft. | 10,370 | 182,000 ft. | 6,323 |
| Lumber, spruce | 1,082,000 ft. | 34,624 | 25,000 ft. | 958 |
| Lumber, all others | 372,000 ft. | 18,822 | 655,000 ft. | 33,256 |
| Staves | $4,753 | 4,084 | 109,593 | 7,545 |
| All other manufactures of wood | ..... | 7,161 | ..... | 9,670 |
| Doors, sash and blinds | ..... | ..... | ..... | 2,718 |
| Furniture | ..... | 2,408 | ..... | 1,496 |
| Trimmings | ..... | ..... | ..... | 2,080 |
| All other manufactures of wood | ..... | 27,477 | ..... | 54,156 |
| Total | | $176,655 | | $223,271 |

# The Sawed Veneer Industry

In the report for that year the three processes of veneer making were mentioned. By the rotary cutting process 85.2 per cent of the logs were cut in 1908, and 87.7 per cent in 1909. Taking the twelve principal domestic woods in the point of quantity, about 90 per cent of them were cut on the rotary machine, but in the matter of red gum, the leading wood, 95 per cent was rotary cut, and perhaps the same holds true as to cottonwood, birch and basswood. Sixty-five per cent of the oak made into veneer was either sawed or sliced, and of the mahogany 19 per cent.

During the census year 1909, 45,042,000 feet of flitches and logs were worked into veneer by sawing and slicing, but there are no figures to show just how much of this was sawed and how much was sliced. Veneer mills are sometimes operated in connection with sawmills and sometimes separately.

The standard thickness in quartered oak veneer runs from 1/20 to 1/16 inch. This of itself explains the necessity of more accuracy and finer manipulation than obtains in any ordinary sawmill. Just a little shake, or shifting of the carriage, or a little crowding endways of the saw mandrel, and a 1/20 inch board will be cut in two in a twinkling. End play must be guarded against in both carriage and saw mandrel; the saw must run true and be very lightly and evenly set. It must be kept filed keen and not crowded in its work. And, of course, the blades must be made as thin as practicable to reduce the [illegible] mounted on discs, and even the segments are ground tapering so that the cutting points are as thin as it is practicable to run them.

While the quartered oak business has always been the most prominent feature of sawed veneer, there is apparently an opportunity to use veneer saws in connection with sawmilling operations to do a much greater amount in plain sawing than has been done heretofore. The veneer saw is a good machine with which to make thin oak for panel stock. There is other plain sawing that may have more possibilities than have been developed. The writer recalls a mill he visited several years ago where thin poplar lumber was being made with veneer saws, the mill saw simply flitching the logs and the veneer saws making them into thin lumber, which was a smoother product than would have been made on the mill saws and was made with less loss in kerf.

This is a point where the veneer saw and the modern resaw come [illegible] and, as a rule, do it at greater speed than is customary on [illegible].

Whether one uses veneer saws or re[illegible] [illegible] from the sawmill and work on it commenced. If it is laid aside, however, and allowed to dry, it causes face checks and these injure the first sheet or two. It is found, also, that veneer from partly seasoned [illegible] because it has partly dried out and a multitude of strains have been set up in the timber.

If flitches can not be worked up immediately and must be carried in stock, one should have sheds to protect them from the sun. The best way is to operate a veneer mill in connection with a sawmill, or reverse the order and have a sawmill to do the flitching for the veneer mill so that the raw material can be converted in the log and flitched as needed.

There are sawed veneer plants, however, operating successfully which buy flitches instead of logs, which reduces the amount of capital required for the original equipment, but increases somewhat the necessity for care and watchfulness in buying raw materials to have enough coming all the time to run steadily and yet not get an accumulation that will dry out and deteriorate before using. C. H. C.

## Time for Patience

There come times—note how rarely they [illegible] the business life, when patience is about the best panacea that can be prescribed. It is not a cure-all, but it is a mighty good thing to have—so good, in fact, that the man who can have patience not only saves himself a lot of worry but he will get through trying times in better shape.

There is a natural disposition to grumble when things go wrong and to blame it on everything from national politics to next-door neighbors, to find more or less fault with everybody concerned and every branch of business, and it is a peculiar fact that the average business man has more trouble through lack of patience than through any other one source.

It is lack of patience frequently that causes price cutting and the trade wars incident to dull periods of trade like we have been going through lately. Men become impatient to move stock and they get suspicious that the other fellow is hogging the job and underbidding them in some way, and by and by they lose patience and along with it the better part of discretion, and go on the warpath gunning for business with the kind of prices that will get it.

We see things of this kind on all sides of us every time there is a business depression and not enough trade to go around. There has been a full share of it this summer, and as far as the grumbling and fretting and price-cutting are concerned, it has not resulted in increasing the general volume of business a particle. The actual result of it all is the sacrificing of what product is sold at too low a price, when in fact to come out on the right side of his ledger a man needs more for his product when a smaller volume of it is being sold than when a large volume is moving.

Therefore nothing in the way of good results comes from a lack of patience, and the actual returns are in the form of price-cutting during dull periods and disorder and disorganization generally. After we have passed through such a period it can be plainly seen, on looking back, that everybody would have been better off if he had just held tightly to his stock and prices.

Therefore while it may sound like telling a man to keep cool in the midst of a hot season, it is good logic just the same to argue that we should keep a fair stock of patience with us continually as a sort of panacea for business ills; and when times of trying depression are upon us we should take the patience freely and strive to eliminate grumbling and fretting and other irritating practices.

# The Construction of Timber Flumes

Timber flume construction and flumes are discussed in a bulletin recently issued by the Department of Agriculture. The publication, which is written by Eugene S. Bruce, the expert lumberman of the Forest Service, considers the subject from the practical standpoint of the logger who has to get his material out by these means.

The V-shaped wooden flume is held to be superior to the box or square-sided form, because it requires less water and, on the average, less repairs than the other type, is better adapted to act as a slide on steep grades, and offers fewer chances for jams. Concerning a third type, the "sectional" metal flume, semi-circular in form, the prediction is made that it will eventually come into wide use. Such a flume is strong and light, and can be quickly taken apart and transported from one place to another to be set up again.

For handling railroad cross-ties, cants, poles, cordwood, and the like, a flume with the side of the V 30 inches in height is large enough. For handling logs, pilings, long timber, or brailed sawed lumber, a height of from 40 to 60 inches is recommended. The best angle for the V is put at 90 degrees.

Flume lines should be surveyed with enough care to insure evenness of grade, which should be kept below fifteen per cent wherever possible, and the best results are obtained with grades between two and ten per cent. A careful preliminary survey, followed by a location survey, using a transit and level, will make it possible to obtain a reliable profile map which will serve to show the prospective operator what the grading should be at different points along his line.

Abrupt curvatures in a flume should be avoided, for they are likely to cause jams. Curves should rarely be permitted to exceed twenty degrees. The longer the material to be handled in the flume, the less abrupt should the curvatures be. It may be necessary to blast out rocks and boulders, or projecting points of bluffs, or to trestle, or even tunnel, to eliminate abrupt curves or maintain an even grade.

Some flumes are built with only the lining or inside of the box of sawed lumber, the brackets or frames which support the sides of the V being made from round pole wood flattened on one side, and the sills, stringers, braces and trestling of small round timber or poles. Sawed material is recommended for flume construction, however, wherever it can be obtained at reasonable cost.

The boxes or sections of a flume vary in length from six to twenty feet. Sometimes the boxes are made of only one thickness of boards, but more often of two thicknesses with the joints broken by varying the width of the boards. Sometimes, also, a single thickness of boards is used, with battens spiked over the joints on the outside in the sections between the brackets. In still another form the battens are continuous. On curves the boxes should be shorter than on straightaways, and the bents, arms, and braces correspondingly closer spaced. In general, on curves of from six degrees to ten degrees, the boxes should be jointed at least once in every twelve feet; on curves exceeding ten degrees and less than fifteen degrees, every eight feet; and on curves of more than fifteen degrees, at least every six feet. Very abrupt curves also require increased bracing, in addition to shorter spacing of the arms and brackets. Flumes should also be strongly reinforced at points where extensive shipping is to be done or much material loaded into the flume over the sides.

If the storage facilities at the lower end of a flume are not sufficient for all the material that can be handled during the period in the spring when melting snow and early rains furnish an unusual volume of water, the construction of small holding reservoirs or catch basins at different points along the line is recommended. These may be formed by damming up some small stream; or natural ponds, favorably located, may be used for the purpose. In this way such material as it is not necessary to handle clear through at once can be diverted temporarily. A small artificial pond or reservoir at the upper end of a flume in which to land or bank the material to be shipped is also advisable, especially when handling logs, crossties, or heavy manufactured material of any kind.

Telephones are recommended as adjuncts to the operation of a flume. By their use a serious break or jam can be reported immediately to the head of the flume to prevent further shipment of material. A telephone also makes it possible to notify the men at the upper end of the flume just what material to ship and when to ship it.

A flume recently built on Rochat Creek, near St. Joe, Idaho, is cited as a good example of modern V-shaped flume construction. This flume, which is unusually large and built to handle heavy logs and long timbers, is said to have cost approximately $8,000 per mile for the five miles, including the cost of constructing a wagon road and telephone equipment. Other flumes are cited costing from $2,000 to $7,500 a mile.

## Will Study Forest Utilization

A combined study of the forest resources, from the standpoint of utilization, will be made by the Department of Agriculture and the Department of Commerce. Much preliminary work has already been done by the Forest Service and the Bureau of Foreign and Domestic Commerce.

The supply of standing timber in the country is supposed to total about 3,000,000,000,000 board feet and it is believed the annual decrease, by lumbering and otherwise, is approximately 60,000,000,000 feet a year. At that rate the whole supply will be gone in fifty years.

The amount of preventable waste is a subject of dispute. Some place it at one half of the tree as it stands in the woods; but others consider that figure too high. All agree, however, that the waste is a serious matter.

In the announced investigation, many related industrial and business questions which bear upon this problem of national conservation will have to be considered. The effects of speculation in standing timber and of carrying charges on private stumpage upon lumber production is one. The extension of markets for lumber and other forest products and the marketing of material in new forms is a second. Competition of lumber produced in other countries and of other materials used for the same purposes is a third. And in this as in other large industries the distance between the producer and the consumer, and the distributing agencies which step between and absorb a considerable part of the retail price are factors which must be taken account of in the interests both of consumers and of manufacturers.

The whole subject presents a problem in applied economics which is regarded by these two departments as well worth the earnest attention of those branches of the government which have important promotive functions in the field of agriculture, commerce, and industry.

A great deal of information bearing upon these problems has been obtained. The Bureau of Corporations has compiled reports on the standing timber of the country and the manufacture and marketing of lumber. The Bureau of Foreign and Domestic Commerce has secured data on foreign markets, the Bureau of Standards has made tests of the quality of various timbers, and the Forest Service, through the investigations of the Forest Products Laboratory, is working out many lines of more economical and more profitable utilization of wood. The work now planned is to correlate this fund of information, supply data still lacking, indicate the conclusions to be drawn, and show how to apply them practically to existing conditions.

The study will be conducted by the Forest Service and the Bureau of Foreign and Domestic Commerce, other bureaus, such as the Bureau of Corporations and the Bureau of Standards co-operating with such promotive material as is available. It will not be a statistical inquiry primarily, but a close analytical study of a number of the more important problems involved in the general situation. It will seek to establish the essential facts relating to the supply, exploitation, and marketing of timber, and to analyze underlying causes. It will aim to deal helpfully with the various problems presented, and to indicate as far as may be practicable any measures which should be adopted by the industry itself or by the public in relation to the industry.

# Hardwoods and Softwoods

as softwoods.

and most of the hollies, and several other broadleaf trees are ever-

their leaves annually.

No tree retains its foliage perpetually. All leaves drop, but in the case of those trees called evergreen the old leaves remain until after the new appear. Some hang thirteen months, others two or three years, while the leaves of a few species may remain green on the twigs as long as eight or ten years.

Climate has something to do with the time during which the leaves hang. For instance, the willow or peach oak at Washington, D. C., puts out its foliage in April and loses it in October, while at Tallahassee, Fla., the tree is an evergreen, or practically so, for its old foliage remains green until the new appears.

The belief that the warmer the climate the higher the proportion of evergreens among the trees is misleading. Frost may hasten the fall of leaves, but it is not necessary to their fall. Drought may be more effective than frost. Some of the trees in the valley of the lower Rio Grande in Texas and Mexico retain their leaves scarcely more than one month in twelve. The foliage of others there is so

When leaves are undersupplied with water they become useless and drop off.

The ordinary division into hardwoods and softwoods is not based strictly on their actual hardness or softness, though as a general thing the wood of broadleaf trees is harder than that of the needle-leaf species. There are numerous exceptions. Longleaf pine is harder than basswood. Cypress is harder than buckeye, cucumber and yellow poplar. The Pacific yew surpasses in hardness many broadleaf trees. If woods were classified according to actual hardness, the whole list would have to be rearranged, without any regard to the kind of foliage the trees bear.

In some of the northern states when a lumberman speaks of hardwoods without a modifying term he usually means beech, birch and maple.

There are a few trees scattered from Florida to California whose wood is not classed as either hard or soft, though some of it is very hard and other very soft. They are palm and cactus. Their growth is not in concentric rings, one each year. A cross section of the trunk gives little information as to age. The palmetto of Florida has spongy wood. The giant cactus of Arizona is ribbed like a fluted column, and every rib is hard like oak, and the spaces between are nearly as soft as a hornet nest. Some of the California palms have trunks with hard bundles of fibers interwoven like latticework, and the substance in the meshes is so soft that the wind blows it away in a few years after the trunk dies, leaving a curious cross-hatched skeleton standing in the desert, an object of curiosity and a picture of desolation.

## To Be Finished With Birch

The Wisconsin Building at the San Francisco Exposition in 1915 is to have Birch trim, panels and doors in all the public rooms.

The building is exceptionally well located and attractive and will make an excellent showing for Birch on the Pacific Coast.

# Type Views in Northern Wisconsin

Conditions in Wisconsin during the past few weeks have improved to look more and more favorable. Crops [illegible] and an exceptionally large crop of hay has been harvested. The wood-using trade looks better, and business may keep from getting worse until then. The lumber trade is looking much better, and if its present course continues the fall business will take care of itself.

Millmen claim that orders are now commencing to come in for lumber sold on contract, though not so brisk as they were a year ago. The wholesale trade feels better, and I had the pleasure of looking over several very fine orders in hardwoods. The veneer and panel trades, as well as the furniture trade, are still waiting for the reports from the sales at Grand Rapids, Mich.

One point noticed in particular was the optimistic feeling held by everyone for a fair fall business and a splendid winding-up of the year, which will bring the average business done in 1914 very little less than that done in 1913.

I spent the Fourth at Ashland, Wis., and meeting some of my old friends in the lumber business, namely, Messrs. Wilson, Joyce, Latimer and Ralph Gilchrist, my thoughts went back to the early days when the extreme northern part of Wisconsin was the big lumber center. At Ashland the John Schroeder Lumber Company alone is operating. At Washburn the mills of the M. H. Sprague Lumber Company and the J. S. Stearns Lumber Company are sawing. The Wachsmuth Lumber Company is operating at Bayfield, Wis. These four mills are practically all that remain in the old territory north of Odanah and Mellen. If some of the conservation advocates had seen this country twenty years ago and viewed it today, they could easily figure out the outcome twenty years hence.

I visited the mill of the Scott & Howe Lumber Company at Ironwood, Mich. This is a band and horizontal resaw mill with a planing mill in connection. The average cut is about 18,000,000 feet annually, sixty per cent of which is hardwood. Mr. Zinn reports that he has no reason to complain, as his company is getting its share of orders.

The lumbermen at Rhinelander have always appeared to me to be a live crowd. You scarcely ever hear them complain of business conditions. When things don't come right they hustle and make them move; necessarily when the market is active they get their share of orders.

Danielson & Pierce handle about 10,000,000 feet of hardwood lumber annually, the cut of three northern mills. In answer to my inquiry regarding business, Mr. Pierce produced orders for seventy-five cars.

The Brown Brothers Lumber Company operates a band and horizontal resaw mill. It cuts about 15,000,000 feet annually, forty per cent of which is hardwood. My old friend "Charlie" Lovett, sales manager of this firm, modestly said to me, "Business is off, but we have no dry stock on hand." Simultaneously he produced a bunch of orders showing about 200 cars. Those who know Mr. Lovett well know that he always gets a little more than his share of business, whether times are good or otherwise.

During the evening I enjoyed a ride in Mr. Lovett's automobile, a "Moon."

The Mason-Donaldson Lumber Company will handle about 40,000,000 feet of hardwood this year. Mr. Donaldson reports business as fair and feels encouraged over the outlook for a good fall business.

The Robbins Lumber Company will shut down its mill until fall. This company cuts about 13,000,000 feet of lumber, 5,000,000 of which will be hardwood.

The Tomahawk Veneer and Box Company is one of the recent additions at Tomahawk. This firm was incorporated in November, 1913, with a capital stock of $50,000. Max Meyer, the manager, had been associated with the Underwood Veneer Company of Wausau for over sixteen years before going with and building the Merrill Veneer Company's plant at Merrill. Reinhard Meyer, the president, had for years been identified with R. Meyer Box and Veneer Company at Merrill. George J. Sladek, secretary, had been associated with the R. Meyer concern for over three years. This company is turning out an excellent product, consisting of drawer bottom stock, center stock, pin blocks and heading.

The Oelhafen Lumber Company has a circular mill and will cut about 9,000,000 feet of lumber this year, twenty-five per cent of which will be hardwood. This company has some very choice pine, hemlock and tamarack in pile for which it would like to receive orders.

At Wausau I had a pleasant visit with R. S. Kellogg, secretary of the Northern Hemlock and Hardwood Manufacturers' Association. He reports a flattering condition of business and speaks encouragingly for a fair fall trade. He was leaving Wausau to make a short trip to northern mills, incidentally visiting Duluth, where he attended the convention of the National Association of Building Owners and Managers, at which he was slated to read a paper on birch.

The Barker & Stewart Lumber Company, after a successful operation since 1884, will close down its mill on September 1. The mill, which has been cutting about 100,000 feet of hemlock or 65,000 feet of hardwood daily, is now for sale.

The Wheeler-Timlin Lumber Company manufactures and wholesales hardwood exclusively. Mr. Timlin states that he has no cause to complain of conditions. He anticipates an improvement in the fall, though no big business. He feels confident that the wind-up of the year will show not more than from ten to fifteen per cent falling off in his business. He is looking for some orders for 5/4 basswood, which he states is in excellent shipping condition.

The Gill-Dawley Lumber Company handles about 15,000,000 feet of hardwood annually. Mr. Dawley reports that business has picked up during the last two weeks. He does not look for a large fall trade.

The F. H. Schneider Lumber Company does a wholesale lumber business and handles forest products. Mr. Schneider, who has strong coast connections, reports coast shingles, fir and siding as being very active.

The Buswell Lumber and Manufacturing Company is winding up its affairs and expects to be finished by November 1. Mr. Buswell, after thirty years of lumbering, will take his family to California, where they will spend next winter.

At Schofield, Wis., the Brooks & Ross Lumber Company operates a single band and resaw mill, also a planing mill. This cuts about 32,000,000 feet of lumber annually, of which thirty per cent is hardwood, forty per cent hemlock and thirty per cent softwoods. The company has about a thirty-year cut ahead of it. At the present time it has on hand about 5,000,000 feet of hardwood, 7,000,000 of hemlock and 3,000,000 of pine. Mr. McCullough states that he met the market price for the first time in the history of his business and as a result has more orders than he can handle and has therefore called in his salesmen.

At New London, Wis., the Hatten Lumber Company operates a single band and resaw mill and cuts about 20,000,000 feet of lumber annually, fifty per cent of which is hardwood and the remainder pine and hemlock. This company has about a twenty-year cut ahead. Mr. Lindsay claims that business is far from being good but could be much worse. He states that the outlook for fall is not at all bad.

I had an unexpected pleasant surprise in meeting C. W. Talge of the Evansville Veneer Company, Evansville, Ind., at the Wisconsin Seating Company's plant. Mr. Talge and family are spending the summer at Antigo.

The Wisconsin Seating Company has an exceptionally large plant at New London. It operates a sawmill for its own logs, and manufactures veneer for chair and furniture manufacturers, chair seats, backs, table tops, auto dashes and lumber centers, and door panels of all kinds.

At Oconto, Wis., the Holt Lumber Company operates a two-band gang and slab resaw mill, and cuts from 30,000,000 to 35,000,000 feet annually, 5,000,000 of which is hardwood. Mr. Holt reports trade quiet though his business was fair, due to cut prices.

At Menominee, Mich., I saw a fine catch of northern pike forty inches in length. The fortunate fishers were A. C. Wells of the J. W.

after September 1.

# Pertinent Legal Findings

### RESPONSIBILITY FOR FALL OF LUMBER PILE

### WHEN ORAL LICENSE IS IRREVOCABLE

construct a railroad across the land or to maintain any other improvement thereon in conducting logging operations is not revocable by him or his successor after the lumber company has constructed such improvements at great expense in reliance upon such permission, although no consideration may have been paid therefor. (Florida Supreme Court, Albrecht vs. Drake Lumber Company, 65

### WHEN WATER COMPANY IS LIABLE FOR FIRE LOSS

an unjust state of the law which permits a water company to receive pay for service to be rendered by affording fire protection, and then to avoid liability for a fire loss resulting from its failure to live up to the agreement, by the simple process of inserting a stipulation in the contract to the effect that it shall not be liable for loss sustained by the consumer through insufficient water supply. The decision was announced in the case of Jones House Furnishing Company vs. Arkansas Water Company, 166 Southwestern Reporter 557, and holds that a water company's contract with a city to supply water at public hydrants for fire protection does not enure to the benefit of a private property owner; and that the company is not liable under a contract with a private consumer for loss caused by fire through failure to supply sufficient water for fire protection unless the contract absolutely required a quantity of water which was not furnished. The court says on the second point: "The law therefore appears to be that if a water company enters into a contract with a private owner to furnish water for a specific purpose or any specific quantity it is liable for all damages proximately caused by the breach of such contract; but it also appears to be settled that the liabilities of a water company are such only as are created by the contract entered into for furnishing water." Under this decision a waterworks company escapes liability for failure to supply water for an automatic fire sprinkler system as agreed when the contract contains a clause to the effect that there shall be no liability for failure to supply sufficient water. In reaching this decision the Arkansas supreme court cites a New Jersey decision to the same general effect. In that case a water company agreed to furnish a lumber company "water for fire protection" at the rate of $15 a year but subject to the rules and regulations of the company. One of the rules declared that the company should not be liable for any loss resulting from failure to supply sufficient water for fire protection and this contract was decided to exempt the water company from liability for a loss sustained by the lumber company.

The courts are not to be blamed for these decisions which merely apply the general rule that private contracts must be enforced according to their terms but the cases cited would seem to suggest the desirability of legislation declaring invalid any agreement whereby a water company attempts to absolve itself from liability for damages resulting from failure to provide a fire pressure contracted for. Every consideration which sustains the legal principle that a railway company cannot validly contract against its liability for negligent performance of a contract to transport persons or property applies

### CONCLUSIVENESS OF SCALER'S REPORT

Where a logging contract provides for scaling of logs by a certain person it is not necessary that the agreement expressly provide that his reports shall be conclusive in the absence of fraud or mistake, in order that they shall be binding upon both parties to the contract. (United States Circuit Court of Appeals Second Circuit; Connecticut Valley Lumber Company vs. Stone; 212 Federal Reporter 713.)

### RIGHT TO REMOVE OBSTRUCTION TO NAVIGATION

the use of a navigable stream than has a private person and where a town constructed a bridge over such a stream in such manner as to unreasonably interfere with the floating of logs the owner of logs was legally entitled to remove so much of the bridge as was reasonably necessary to remove the obstruction but he is liable for any unnecessary damage done to the bridge. (Maine Supreme Judicial Court, Inhabitants of Marion vs. Tuell, 90 Atlantic Reporter 484.)

### RESPONSIBILITY FOR NEGLIGENCE OF CO-EMPLOYE

negligence of another, if the latter were habitually incompetent for the performance of his duties, and if the employer were chargeable with notice of that fact. (North Carolina Supreme Court, Walters vs. Durham Lumber Company, 81 Southeastern Reporter 453.)

### DUTY TO WARN INEXPERIENCED EMPLOYE

Although an employer is under no legal duty to warn a youthful or inexperienced employe against dangers incident to his work which are known by the latter, it is actionable negligence to put a minor employe at work at dangerous woodworking machinery without giving him such warning and instruction as is reasonably required by his youth and inexperience, especially where the boy's parents have consented to the employment in reliance upon the employer's promise to give the boy proper warning. (North Carolina Supreme Court, Ensley vs. Sylva Lumber & Manufacturing Co., 81 Southeastern Reporter, 1010.)

### TIME FOR REMOVAL OF TIMBER BY PURCHASER

not specify when its removal must be commenced or completed, the law implies an understanding that the trees will be removed within a reasonable time; and where such a conveyance required removal within five years, unless the purchasers should pay a certain amount for each additional year until all the timber should be taken, and twelve years elapsed without the trees being removed or such payment being offered, the owner of the land was entitled to sue to forfeit the conveyance without giving any notice to the purchaser of the timber or his assignee. (South Carolina Supreme Court, Minshew vs. Atlantic Coast Lumber Corporation, 81 Southeastern Re-

### RESPCNSIBILITY FOR UNSAFE CONDITION OF PREMISES

to a workman who slipped on a slideway on which oil had been placed, unless the slippery condition was known to the employer or had existed so long that it should have been known. (Michigan Supreme Court, Meyer vs. Grand Rapids Chair Co., 147 Northwestern Reporter, 488.)

# Rate Decision—Chicago Territory

If the announcements which are being made on what is declared to be good authority shall prove correct, the territory surrounding Chicago will be allowed a greater advance in railroad rates by the Interstate Commerce Commission than any other part of the country. It should be borne in mind, however, that the commission has not yet announced its decision, and those who are prophesying what the decision will be, may be wholly wrong in their conclusion. Dates have been fixed several times for the announcement of the decision; but such dates were not made by authority of the commission, and thus far they have all proved wrong.

Those who are acquainted with the work required by the rate investigation are not surprised that the end is a long time coming. The roads involved include 300 companies with gross earnings of $800,000,000 a year.

### Classification of Commodity Rates

All freight that is handled by the railroads takes either a commodity or a class rate. Coal, ore, lumber, grain, sand, brick, cement, flour, live stock, dressed beef, and all freight that can be moved in great volume takes a commodity rate. Dry goods, boots, shoes, groceries and all general merchandise freight takes a class rate, to be billed under one of six classes. Class 1 calls for 75 cents a hundred pounds; class 2 calls for 65 cents a hundred; class 3, 50 cents; class 4, 35; class 5, 30; class 6, 25. In asking for a 5 per cent increase in freight rates the railroads had to file with the commission 22,000 different schedules, each separate schedule covering from one to three hundred pages.

After the 22,000 new schedules were filed, announcement was made that the day upon which they were to become effective was postponed by the commission. Then a supplemental schedule of the thousands of rates had to be compiled and printed.

A second postponement was ordered and it became necessary to prepare other supplemental sheets. Those now on file were prepared on the theory that the commission would grant a general 5 per cent increase in rates. It is now believed the commission will decide that only part of the increases asked shall be granted. This will make it necessary to prepare and print new schedules.

### How Changes Are Made

Comparatively few people have the slightest idea what a change in a freight rate means. A merchant in New York, who is shipping freight in, say, class 4, gets an idea that his freight rate is too high, and that he could do more business if he could get a class 5 rate. He calls in, or on, the freight agent of the railroad over which he ships his goods. If the request for a lower rate strikes the freight agent favorably the merchant is told, probably by letter, that his case will be considered.

It is not the freight agent who does the considering. He only turns the request over the official classification committee, which represents all of the railroads operating in the territory north of the Ohio and east of the Mississippi. That committee then prints on a docket that is sent to all parties concerned, the nature of the change asked for, and at the appointed time witnesses are heard, pro and con, and arguments are offered. After the hearing the committee considers the evidence and makes its ruling, which is final unless an appeal is taken to the Interstate Commerce Commission.

### Forecast of Decision

Persons in Washington who are closely watching the progress of the rate case, and who are in a position to obtain inside information, if any is to be had, have made a forecast of what the decision will be, as far as it affects the Chicago territory. That forecast has been summarized in the following six statements:

1. That the increased rates which will be applied will be upon freight moving in what is known as Central Freight Association territory.
2. This territory comprises all that section lying between Chicago and St. Louis on the west and Buffalo and Pittsburgh on the east.
3. That the commission will order a 5 per cent increase in class rates in this territory.
4. That the commission also will order a 5 per cent increase in commodity rates, including grain, and not coal and coke and one or two others.
5. That no increase whatever will be granted by the commission in Grand Trunk territory running from Buffalo and Pittsburgh to the Hudson river.
6. That no increase whatever will be granted by the commission on through rates from Central Freight Association territory to Grand Trunk and New England territories.

### Reasons for Increase

It is said that the facts which influenced the commission to favor an increase of rates in the Central Freight Association territory, rather than in all territories, were these:

The investigation disclosed that the freight rates in that territory were substantially less, in fact, than those charged in other parts of the country.

Moreover, taking the twenty-seven systems in Central Freight Association territory, and including taxes with operating expenses, the ratio to revenue in 1912 [illegible] for the year ended June 30, 1913, as compared with 76.74 per cent for the ten-year period ended June 30, 1912, and 76.43 per cent for the year ended June 30, 1910.

The burden of these increased operating costs is, however, very unequally distributed among the several roads. Taking the whole eastern territory, it appears that on some roads the operating ratio has decreased, on others it is practically the same, and on still others the increase is very large.

In general it has been found that the coal roads have suffered less from increased operating cost, some actually reducing the operating ratio. On the other hand, those roads which have a large volume of passenger business are among the greatest sufferers.

### No Raise Predicted

It is not believed that the commission is disposed to favor any increase in rates where they are not needed. Loss on account of financial mismanagement will not be considered a valid reason for granting rate increase. Some roads will be excluded because they have not wisely used the resources at their disposal.

Coal, coke, and ore carriers have not proved their need of increased rates, according to some persons who are posing as prophets; and it is declared they will get no raise.

It is the confident expectation of the members of the commission that their decision will strengthen the credit of the railroads and thereby facilitate the return of general prosperity.

Moreover, the action of the commission in pointing out the way by which the carriers can increase their receipts, both through the lopping off of allowances and free service and the adoption of business methods of economy and efficiency, opens the door to the collection of revenue by every road in the country.

If the advice of the commission is adopted the roads in official classification territory will be able to gather in something like $25,000,000 annually.

## Willow Flooring

In England certain kinds of floors are made of willow in preference to other woods. The United States has more willow than England and might use some of it for the same kind of floors. It finds its place in warehouses, stores, factories, and in other places where trucks are trundled over the floors and wear is great. It is tough, though not very hard, and it does not splinter or split. All parts of the surface wear evenly, and it acts like a cushion under the jolting of wheels. That is the chief quality in its favor. It causes less noise than floors of harder wood. Its behavior is much like that of black gum when used for flooring. Willow is cheap, and at present its most important use in this country is as box material. Some of the best is made into side boards of farm wagon bodies.

All other lines of the mercantile business may shape the channels of trade through the hands of the resident retailer, but when the lumber trade does it then it becomes restraint of trade and an infraction of the Sherman anti-trust law.

With a total of over 153,000,000 cubic feet of lumber and timber treated, 1913 was a record year in timber preservation. The indications, though, are that it but marks the beginning of a growing era in the practice of treating wood in this country.

SCENE AT THE LADIES FIELDING CONTEST

THE AUDIENCE AT THE EVENTS

# Chicago's Annual Picnic

The second annual picnic of the Lumbermen's Association of Chicago and the Lumbermen's Club of Chicago was favored by the elements of happiness and by the presence of excellent picnic weather. A good share of the long anticipated patriotic and good fraternities to present conditions for a day of hard labor, believing that probably by getting their minds off work and worry and by relaxing in the many ways offered by the picnic committee they would be more fit for the grind on getting back to their desks on the next day. At any rate there was an excellent attendance at the outing, which took place at Beverly Park.

The bulk of those attending arrived on the morning train, and it was not long after arrival before the hardwood and yellow pine ball teams had made the necessary preparations for the annual contest. It transpired that the Hardwood and Yellow Pines are not mere good batting organizations and there was a surprising number of clean hits against good pitching. The contest went for seven innings, the more or less strenuous efforts being the boiling sun having no ill effects. The final score showed the hardwood team considerably on the right side of the count as far as runs were concerned, they having scored ten runs as against four runs scored by the yellow pines. The line-up of the two teams was as follows:

| HARDWOOD. | | YELLOW PINE. |
|---|---|---|
| [illegible] | 1B | [illegible] |
| [illegible] | 2B | [illegible] |
| [illegible] | 3B | [illegible] |
| Gadd | CF | Marsh |
| [illegible] | SS | [illegible] |
| [illegible] | [illegible] | [illegible] |
| [illegible] | [illegible] | [illegible] |
| [illegible] | [illegible] | Morrison |
| [illegible] | SS | [illegible] |
| [illegible] | [illegible] | [illegible] |

The contest was pretty tightly fought for the first few innings, each side scoring a run in the first inning. The yellow pines tied it back, however, in the third and scored two more runs, which were through a combination of errors, one fielding by the yellow pines in batting order. In the first three of four innings, however, the hardwood team began to hit consecutively and the final score showed the relative strength of the organizations in each department.

As the ball game lasted longer than had been anticipated it was impossible to start the field events until one o'clock. As a consequence some of those who had turned up in the morning, but the events that took place were very interesting, particularly the putting contest.

The first event was the peanut race for children under six years. This is always an amusing event and was won by the boy who got there [illegible]. On account of the large number of entries the event was run off in heats and was finally won by Elise Dion with Gene Arthur second.

The second contest was a twenty-five yard run for girls under ten. The contestants were evenly matched in this event, Virginia Hooper breaking the tape, closely followed by Elise Dion.

The third event was entertaining. This was a twenty-five yard dash for boys under ten years of age. Young David Root, of Crown Point, Ind., the smallest boy in the bunch was generally picked out as winner when they came up for the start. He stood ready for the signal with an earnest look on his face which meant victory or death to the attempt. Starting the bunch on the two feet proved that starting the real competition coming up exactly to gave a large lead and still next just broke the tape in time to win a head place. Jesse Harrison the second. The first place in this event was a [illegible] given about

LADIES' [illegible] BALL THROWING CONTEST

THE SPECTACULAR LADIES' RACE

young food proudly wore during the rest of the day, surrendering it reluctantly in favor of the fried chicken dinner. Young Hanson expressed himself as being very much pleased with his prize, which was a pocket knife, stuck he said was just what he wanted, so everybody was happy.

The egg rolling contest, in which each of the ladies was equipped with a hard boiled egg and a pin, was won by Mrs. Shaw, Mrs. Culverson being second. Casualties were frequent in this event, as but two of the contestants rolled their egg across the line intact. Mrs. Shaw was easily winner and Mrs. Culverson, who was considerably behind some of the other ladies and thought she was out of the race, simply had to push her egg across the line and win second prize, as it turned out that hers was the only egg behind Mrs. Shaw's which was not broken.

FAT SCHMOEHL SHOWING THEM HOW TO THE FAT MEN'S RACE.

The next feature was the ball-throwing contest in which Mrs. Marsh, who was the champion of the last two or three years, was beaten out in the last throw by a "dark horse," Miss Salisbury. Mrs. Marsh made the first throw which was not approached in distance by any of the other ladies up to the remarkable effort by Miss Salisbury, which outdistanced Mrs. Marsh's throw by a very safe margin. In this event Miss Salisbury was first and Mrs. Marsh second.

There was some doubt as to the winner of the next event, the fifty-yard dash for fat men. It seems that the lumber trade is not particularly blessed by men of undue avoirdupois, probably because of the strenuous effort which has been required during the last few months to keep the ship off the rocks. As a consequence several of the entries were considered skeptically by the starter, although there was no official protest. L. W. Crow, president of the Lumbermen's Association, crossed the line an easy winner, F. L. Brown being a good second. Some of the judges mistook Mr. Crow for Mr. Shaw and were about to present the latter gentleman with the first prize when their attention was called to the error.

By far the most interesting contest was the fifty-yard dash for women. Miss Skeele, as usual, won this event, Miss Constance Lane being second.

After the ladies' race the audience retired to the other side of the field, where Jim Lane staged an interesting series of putting contests for the ladies and men. The events were run by eliminating the high scores and in the final his two daughters took first and second prizes. Miss Marjorie Lane made a low score of seven and Miss Constance Lane eight.

F. R. Gadd won the same contest for the men with a low score of eight.

This closed the field events for the morning, the next event, the approaching and putting contest, being started immediately after the excellent dinner which was served in the garden adjoining the Casino. F. R. Gadd was easily the winner in this event, making a seventy-five yard approach with a remarkable score of one.

After the concert the other events were concluded, the first of these being a three-legged race which was won by Edgar Montgomery and Runell. J. F. Marsh and E. R. Ross were second.

The derby was won by Daskey and J. F. Marsh.

The one hundred yard dash was won by J. F. Marsh, who repeated the performance of several seasons by beating out the field without much trouble.

The necktie race, a combination of events in which the ladies participated with the men, was won by Mrs. Walter Norris and her partner, with Mrs. John Hosea second. At least the prizes were awarded to these ladies.

Aside from the excessive heat there was nothing whatever to mar the enjoyment which was rampant all through the day. In addition to the field events and baseball games a very much appreciated entertainment was given by the Chicago Symphony Orchestra, under the direction of Frederick Stock. The thoroughly enjoyable program consisted of the following excellent numbers:

Overture, "The Viking" ..... Hackmann
Symphony No. 5 ..... Beethoven
[illegible]
[illegible] ..... Weiss
Carnival in Buda Pesth ..... Liszt

About everybody stayed until the evening trains as there was little disposition to consider anything but thorough enjoyment. Some stayed over for the evening dinner and concert.

The committees in charge of arrangements and the different subcommittees are surely to be congratulated on the excellent results they achieved. This function will long be remembered as one of the most successful that Chicago lumbermen have ever attended.

Various members of local lumber concerns were responsible for the finances which made possible the excellently selected and appropriate prizes offered for the various field events and the ball game.

## Present and Future of Balsam Fir

The Department of Agriculture has published a bulletin on balsam fir, written by Raphael Zon of the Forest Service. This is not a tree of first rank in supplying lumber, but it stands pretty high in the second rank. Lumbermen of the North and Northeast know it well. It is an evergreen—deep, beautiful green which no pine equals—and the sharp, graceful spire which terminates its crown makes it a conspicuous object on any landscape where it occurs. It ranges from Maine to Minnesota and far up in Canada, but does not go much, if any, south of Pennsylvania. On the highest ranges of the southern Appalachians it is replaced by its near relative, the Fraser fir. The two firs look alike; but since their ranges do not overlap, there is no likelihood of mistaking one for the other.

Mr. Zon's bulletin deals with all aspects of the balsam fir: its distribution, the forest types in which it occurs, the present stand and cut, its economic importance, especially in relation to the paper pulp industry, methods and cost of lumbering, life history of the tree and characteristics of the wood, rate of growth and yield, and proper methods of management.

The balsam fir owes its name to characteristic blisters on the bark which contain a clear resin. This feature is common to all firs, of which there are a dozen in the United States, all but two of which are confined to the region west of the Rocky Mountains.

The balsam fir averages about the same size as jack pine, with which it is associated in much of its range; that is, the trunk diameter is more often under twelve inches than over it. Leaving out of consideration the stand in Canada, which has not been closely estimated, the commercial supply in the United States is given by Mr. Zon as follows:

| | Feet, B. M. |
|---|---|
| Maine | 3,000,000,000 |
| Minnesota | 1,000,000,000 |
| New Hampshire | 400,000,000 |
| Wisconsin | 395,000,000 |
| New York | 250,000,000 |
| Michigan | 200,000,000 |
| Vermont | 110,000,000 |
| | 5,355,000,000 |

It is found that balsam fir is increasing at the expense of the red spruce, associated with it. It seeds the ground better than the spruce is able to do.

Maybe cost should govern the selling price of some things but there is figured lumber and veneer that should be valued considerably above what it ordinarily costs to manufacture.

# In the Sawmill Sanctum

stock. Very little of it will do for quartering, and to saw this wood at a profit requires something different in the way of mill action to get action, to run things through and produce quantity, in order to get any profit out of that class of timber under present conditions.

When you get valuable oak logs in the mill you don't want your sawyer to run them through recklessly. You want to get all the high-grade stuff possible and get it out in the best shape to bring the top price. When you get men trained to the right kind of deliberation in handling the high-grade logs, then they are inclined to take the same deliberation in handling gum and pine, with the result that the mill does not produce the turnout nor the profit it should.

This argument is logical, but there are so many phases to logging and sorting logs that there is room for much argument. In some cases the matter of logging operations enters. In the case of the man referred to, this is not a strong factor, for he buys logs on the river and can select what suits him best.

Where a man is logging his own timber and has his railroad and log handling equipment, about the only economical way is to make a clean-up as he goes. This means sending all sorts and kinds of timber into the mill all the time. Sometimes the logs may be so piled and distributed on the mill yard that they can be sorted for sawing. The mill may have a run on oak for half a day, then on poplar, gum, hickory, or whatever other timber is at hand. Where logs can be sorted and arranged in this way it is better, because the filer can fit saws for each kind of logs and make the changes when the change is made from one run to another. It is also possible to speed the mill up for the soft timber and slow down a little for the hard timber. Of course the crew would remain the same in each case. Part of the time it would be working hard while at others it would be a little easier for the laborers who do nothing but handle material. It is better for edger men and resawyers to have time for deliberation in cutting the high-grade stock, because they then can get more out of it. An arrangement to sort timber on the mill yard unquestionably helps sawmill operations where there is a general mixture of logs.

### The Double Mill

The double band mill may be considered in this connection, one side for big, high-grade logs, the other for smaller timber, and to be operated for quantity. Big yellow pine mills do it this way sometimes, though more commonly they distinguish the two sides of a double mill with one short side and one long side. There is little doubt that the double mill offers some advantage in the way of sorting logs and working them to the best advantage, but the double mill is not so common in hardwood operations as in pine, and conditions are such that it is not often easy or advisable to resort to the double mill for the benefit of sorting logs.

### Keep Your Saws Sharp

A sawyer should learn to push the common gum logs through and then let up on the big clear logs that will make quarter stock or extra high-grade material, and should take more pains with it. This is quite largely a matter of developing habits and of rousing the personal interest of sawyer and block setter. They set the pace for the mill. There is, however, a mechanical difficulty in handling mixed logs through a hardwood mill, some oak, some gum and some poplar and an occasional pine log and then one of hickory. To do the best work on these requires different filing. Some filers claim that hardwoods require a different shaped tooth. Others say it is not so much

and in good shape when a high grade log comes along. If the saw has been cutting a lot of rough timber and is dull so that it shies and dodges about in a fine log, it will do enough damage in a little while saws mixed logs there should be frequent changing of saws, that the one on the wheels may be in good order all the time.

### The Resaw

ment of everything in the way of a pretentious hardwood sawmill. In the making of inch boards the resaw increases the mill's capacity materially, and saves in timber by making a smaller kerf than the mill saw. It has so well proved its worth that we not only find the resaw in most up-to-date hardwood mills, but now and then we find two resaws, and this raises the question of how many resaws are advisable. The writer saw a single band mill cutting oak, sycamore, gum and cypress using two resaws, a heavy one with a blade as large as some mill saw blades for breaking down flitches into boards, and a smaller one of about the regular resaw size for cutting boards into thin stock. The small one was not kept running steadily, but apparently there was enough resawing of boards into thin stock to justify its installation. From this it might safely be concluded that where a mill is cutting mainly one-inch stock or any thickness above, one resaw is enough for one mill saw. If the mill is working panels ⅜, ½ and ⅝ inches thick, two resaws may be justified, one for breaking down flitches into boards and another for resawing boards into panel stock. The best time to resaw boards is while they are green. It makes a little more trouble to handle the thin material, but it produces better stock and facilitates drying. Two resaws may be found advisable, not only for those making panel stock but also for mills catering to the box factory and box shook trade, which might do the resawing of the box stock while it is green instead of shipping it full inch thickness and letting the box factory resaw it.

### The Belt Tightener

A gravity belt tightener, playing on the loose side of heavily loaded belts, has been a part of the sawmill equipment from the earliest days. Twenty-five or thirty years ago it was thought necessary to put a tightener on practically every belt in the mill. By and by there grew up a fresh army of millwrights with new ideas, one of which was that the tightener was a cumbersome nuisance and that there was enough elasticity in good belting to make tightness unnecessary. As a result of this new idea large woodworking establishments with a number of big belts as well as small ones were installed without a tightener. Not only was the tightener eliminated but the endless belt idea gained favor and belt stretchers were a part of the equipment of every establishment.

It was never practical to entirely eliminate the tightener from the sawmill, because the main drive belt still demanded it. It was eliminated, however, from nearly everything except that and slack belts used for intermittent service, such as log haulups.

It looked as if the old gravity tightener had been killed, but a few years ago it began to come back. Some builders of planers discovered that by using a properly designed gravity tightener they could insure better work and less strain on their planer belts. They made a series of tests to be sure of it and then featured this as one of the strong points of their planers. They were doing perhaps more than they thought because they were not only boosting this planer but they were helping the tightener to come back. Today it is in favor again, and is proving that it is better than to depend on tight belts and the elastic element of the belts themselves. The new tightener is more carefully designed and better hung than the old one.

### The Quarter Twist Belt

One of the things the mechanical world has learned about belting

is that a great length of belt is not needed to get an elastic element and keep motion steady. Machinists used to argue that a certain length of belt was necessary, and figured out elaborate schemes of distance spacing for shafting on belt drives of different kinds. About the time all this seemed perfected along came the electric motor and proved that short belts would do just as good service as long ones and that the motor could even be hitched direct to the planer spindle without any intervening belt and do good work. This has destroyed faith in the old idea of wide spacing for belt drives.

There is, however, one order of belting that still requires some spacing and that is the quarter twist belt. It is about the meanest order of belting that was ever designed and every mechanic and millman hates it. Still there are times when it must be used to get a right angle drive. For such a belt one should have some distance between the drives, for if they are placed closely together the belt must slip in coming from one and making its twist to go on the other pulley, and the result is a disposition to squeal, especially if one has been using a dressing on the belt to keep it from slipping. To reduce the amount of slip and keep the wear down to a minimum one should space the pulleys of a quarter twist drive as far apart as practicable.

THE SLACK BELT DRIVE

The original arrangement for slack belt drives for intermittent service consisted in mounting the belt on the overhead pulley, which was in operation intermittently. In other words, the drive was below, and when not in use the belt simply hung down loosely around the driving pulley and remained idle. When service was desired of the belt it was tightened up with a swinging tightener, and to stop operation the tightener was simply released. There are, however, instances where the drive is overhead, especially in mill planers. In these cases when the tightener is slacked off and the machine stopped, the belt keeps running and simply playing loosely around the lower pulley. Some of these planer belts operate at pretty high speed, too, and while mechanics have gotten away with this proposition, it is really a dangerous looking thing and a thing to be avoided in slack belt drives. It were better to use a loose pulley and a friction clutch than a slack belt running while the machine is idle, or better yet to use an electric motor where practicable. The only ideal combination in a slack belt for intermittent driving is the original arrangement with the drive below and the drive pulley smaller than the other. Then when the belt is slack it will hang idle and drop away from the driving pulley. Wherever a departure from this arrangement is required it is generally better to use loose pulleys and friction clutches and dispense with the slack belt.

PAPER FRICTION

Nothing has been found to serve the general purpose of friction drives better than the combination of paper and iron. Before the days of steam feeds, paper friction was the center point of mill feed works, and it is there today in the smaller mills and practically all of those not using steam feeds. It also enters in the mill for various intermittent drives and for variable speed drives, and sometimes for right angle drives to eliminate the quarter twist belt and the noisy gear wheels. The paper friction is almost an ideal drive, too, when kept in proper condition and well faced against the metal.

There are only two general sources of trouble with paper friction; one is moisture on the face that keeps it from taking hold, and the other is lack of alignment, preventing it from facing closely across the full width of the drive. The intermittent friction drive has a shifting gear either for the paper wheel or the metal one, and sometimes as the face wears down a little this shift is not carefully adjusted. This brings the faces out of alignment and reduces efficiency. The other trouble, that of moisture, has many remedies, about the best of which is to cover the drive over and safeguard against moisture. Dry ashes are dusted on the moist wheel and make it take hold, or dry sand will answer. Some seem to think that by getting oil on the paper it may eventually become moisture proof. The trouble is that oil is practically in the same category as moisture and keeps the paper from taking hold until it is dusted with ashes or something else. Perhaps a better preparation for dusting the paper friction is a powdered resin. Even this should be used sparingly, however, and the paper kept protected from moisture and oil and the two wheels of the drive so aligned that they will face up all the time. Then one should get satisfaction right along out of a paper friction. T. C. J.

# Tales of the Trade

## ONE CASE WHERE WOOD SUBSTITUTES HAVE FAILED

They are telling quite a story on Hugh W. Bates, representative of the Stearns Lumber Company, with Toledo as one of the big stops on his map. Mr. Bates was in Toledo recently and one morning bright and early sent in his card to the buyer for the Toledo Railways and Light Company. As Hugh always carries a bright smile as part of his stock in trade he had no difficulty in making his way into the august presence of the big man. "Stearns Lumber Company. H-m-m!" said the big man drumming with his fingers on the edge of his desk. "Now pray what do you think I want to buy lumber for. "Well," said Bates, with one of his sunniest smiles, "I want to secure the lumber contract for your conductors." The buyer rubbed his eyes for a moment, took another look at the genial face of the lumber salesman and blurted: "Lumber for our conductors! What in the name of the purple dog do you mean? Just what do you think our conductors need lumber for?" "Oh," said Bates, suavely, "I don't want to sell you lumber for conductors to use. I want to sell you some lumber to make a new supply of conductors. I see you need some on your line." Bates had edged toward the door while making this explanation and he just had time to dodge through as a cut glass inkwell made a bee-line for his head. "And at that," said Bates, "I can make them any number of wooden men better than the conductors in charge of the Toledo street cars."

All of this grew out of a trying experience which Mr. Bates had in making a visit to the West Side Lumber Company's plant. The street cars stop in front of the door and the conductor is supposed to leave his car and inspect the tracks before crossing with his car. One of the new pay-as-you-enter cars had been put on the line but Mr. Bates had not noticed this so he tried to get in at the front end of the car as he had often done before. The motorman, however, slammed the door in his face. This jarred somewhat on Mr. Bates' nerves but he went to the rear of the car and attempted to board in the regulation manner, when the conductor, who had just arrived, also slammed the door in his face and started up the car. Bates had had a similar experience in another part of the city on a previous visit to Toledo, hence his poor opinion of Toledo conductors.

## IT CAME, HE SAW, THEY CONQUERED

Many Boston lumbermen have a warm spot in their hearts for the breezy, western-styled lumberman, who, for a number of years was connected with a prominent Albany street yard. William F. Mooers, when he was promoted from lumber to law, carried with him effectiveness as one of his many good points. Mr. Mooers has a nice home in Milton, which is fitted up with modern conveniences, one of them being a water meter, with the commonplace result that sooner or later there was a complaint on the size of the water bill. Here is where we get the "dimensions" of Mr. Mooers. After the usual testing, investigating, etc., the water commissioner announced that the bill "stood." Immediately there appeared in the local paper the advertisement for sale of the property, stating therein: "Only reason for selling, dissatisfaction with the water department; a new owner would be treated with more consideration."

Mr. Mooers has suddenly acquired fame, and has consented to be interviewed on the matter by the press, and there are those who predict that this original course will become a "common law" remedy for a very common "cause."

# The Mail Bag

Any reader of HARDWOOD RECORD desiring to correspond with any of the concerns asked to "see the mail bag department" for the Mail Bag Department, HARDWOOD RECORD, 537 South Dearborn Street, Chicago, and referring to the number at the head of each letter and enclosing a self-addressed stamped envelope.

E [illegible]—Wants Maple for Spools

E [illegible]—Quer[illegible] New York Office

E [illegible]—Wants White Ash

B 760—Wants to Sell Ash for Baseball Bats

B 761—Wants Information as to Walnut Log Shipments

boards or planks? Will you kindly also advise the estimated weight of

"As to shipping a carload of walnut logs ranging in size from [illegible] or planks, would say that this would vary greatly.

"It is the general opinion, based upon actual sawing operations, that logs from 8 to 15 inches in diameter would over-run 25 to 40 per cent in board measure above Doyle's rule. Logs 20 to 26 inches in diameter probably will over-run 10 to 15 per cent. Logs 26 to 34 inches will shrink 15 to 20 per cent, so that it would depend entirely upon the question of sizes as to what this car of logs would produce above Doyle's scale.

"Further, the proposition must be taken into consideration as to whether or not these logs were sawn on a circular mill with a circular saw, and the gauge of the saws or on a bank mill.

"Doyle's rule, of course, is a very old rule and was figured at the time when they were using almost exclusively circular saws and taking out about a 1/4 or 5/8-inch saw kerf. With the present day methods of band saws, using 14 to 16 gauge saws, they take out about 3/8, so you can see that there is a very material difference.

"As to the weight of walnut logs in the rough, with the bark on, measured the top end, narrow way, by Doyle's rule, would say that it is our experience, based on handling thousands of cars [illegible]

E [illegible]—Wants Information as to Log Scales

[illegible] rule is the standard and, in fact, is the legal rule of the state of Mississippi. This rule is produced by deducting four inches from the small diameter at the small end of the log, inside of bark; square one quarter of the remainder and multiply the result by the length of the log in feet.

With the Doyle Scribner rule once adopted by the National Hardwood [illegible] to 28 inches and the Scribner for diameters 28 inches and up. This is, perhaps, according to the opinion of a prominent forest engineer, the most unjust rule that exists, inasmuch as Doyle is low up to 27 inches and Scribner is lower than Doyle beyond this point.

Logs scaled by the Doyle rule will in the small diameters cut out at a first-class mill percentage 30 per cent in excess of the log scale, which percentage decreases as the diameter of 27 inches is approached. At that point the scale and mill cut about balance. Over 27 inches the Doyle scale will overrun the mill cut.

Inasmuch as the straight Scribner rule is higher than the Doyle up to 27 inches, and lower beyond that point, it seems to be the opinion of men in touch with the situation to be the fairest rule in use or generally known in the Mississippi section.—EDITOR.

# Clubs and Associations

### Picnic Plans Definite

[illegible] cars and steamer, reaching this resort in time for luncheon at the hotel.

### Philadelphia Golfers Active

[illegible] of its members, and who are also members of the Philadelphia Country [illegible] delayed the game several hours, but finally at 2:30 thirty-seven players divided into eight foursomes and one five-some to play out the full [illegible] meeting was called to order by President Eugene W. Fry. Only routine business was transacted, after which the prizes were awarded as follows: To E. B. Humphreys and James B. McFarland, Jr., winners for best [illegible] and Wayne Malone [illegible] matching of coins Diebold dropped out, which left Malone and Bowers [illegible]

### Philadelphians in Annual Ball Game

The very engrossing annual baseball game between the wholesalers and retailers of the Philadelphia Lumbermen's Exchange came off on the [illegible] very popular and well patronized as their object is not merely a lively skirmish between rival sportsmen but they have the recommendation also of [illegible] The "Plan," a sprightly little paper of the Pennsylvania Lumbermen's [illegible] and an enlarging interest was observable [illegible] the game itself was the most exciting one of victory that

[illegible] in [illegible] the dust literally as well as psychologically speaking [illegible] 9 to 7. The charities benefiting by the receipts are: The [illegible] Week Association, Philadelphia; Sanatorium at Red Bank, N. J.; Jane D. Kent Day Nursery and the Home Mission Society of the city of Philadelphia.

## Michigan Association Will Build Watch Tower

The Michigan Hardwood Manufacturers' Association has [illegible] its [illegible] E. T. Hickok, to arrange for the erection of a high steel [illegible] tower at Gaylord. The purpose of this is to enable the watchers and timber owners to get a good view of the surrounding country in order to locate fires so as to put them out before they have gained any considerable headway. From the top of the tower [illegible] and [illegible] miles around, which will [illegible] in locating incipient [illegible].

It [illegible] that [illegible] will [illegible] other districts.

# With the Trade

## New Cincinnati Concern

The [illegible] Lumber Company, recently [illegible] by Wm. E. Hay, [illegible] the Wiborg & Hanna Company, has [illegible] the [illegible] in the [illegible] section [illegible] Spring Grove avenue, Cincinnati, where [illegible] [illegible] located [illegible]. The [illegible] and the company has two [illegible] switches. The yard is being rapidly stocked with [illegible] hardwood. Mr. Hay is [illegible] which he expects to have completed in [illegible] and [illegible] specializing in bevel siding. Mr. Hay is well known in the lumber trade, having been identified with the M. B. [illegible] Lumber Company previous to [illegible] the [illegible] of the Wiborg & Hanna Company. His friends wish him the success he richly deserves in his new undertaking.

WM. E. HAY, HAY LUMBER COMPANY, CINCINNATI.

Mr. Hay says that the liquidation of the Wiborg & Hanna Company is almost completed and [illegible] will soon be in a position to make a full and final report to the court. [illegible] of the real estate has been disposed of and there remains to be sold and shipped only about $25,000 worth of stock. The only creditors are the banks and they will be paid in full and also receive some interest.

## Capital Chair Company Moves

The Capital Chair Company of Rockford, Ill., has moved its machinery into a building at Race and Wyman streets on the Water Power and has started operating at that new site. It is announced that the concern will undergo reorganization.

Ed Carlson, president, was prominent in the furniture industry of Rockford for several years before he left Wisconsin. He and E. K. Golding of Rockford are the principal stockholders.

## Chair Company to Build

The Grand Rapids Chair Company of Grand Rapids, Mich., announces that at the close of the present buying season it will erect an addition to its plant at 1661 Monroe avenue. This addition will be in the form of an additional story about 60x100 feet and will cost several thousand dollars.

## R. L. Jurden Talks on Walnut

R. L. Jurden, secretary and general manager of the Penrod Walnut and Veneer Company, Kansas City, Mo., and the Penrod-Jurden-McCowen Company of Brasfield, Ark., has been spending some time in Grand Rapids watching developments at the furniture exposition. Mr. Jurden was interviewed by a newspaper man of Grand Rapids and expressed himself very optimistically regarding the outlook for the coming back of black walnut for furniture and interior work. Mr. Jurden took pains to impress upon the reporter that the popular belief in the scarcity of black walnut is distinctly and decidedly erroneous. He expressed himself as very confident that this most excellent wood is coming back into favor with [illegible] Walnut [illegible] wood.

## Chicagoans in Hardwood Deal

It is [illegible] at Whitesburg, Ky., that Chicago [illegible] closed a deal for [illegible] acres of [illegible] hardwood timber land [illegible] Creek in the vicinity of [illegible] Creek. It is announced [illegible] and [illegible] mill within the next few weeks.

## Franklin H. Smith Has New Appointment

Franklin H. Smith, [illegible] in the Department of Agriculture and located in Chicago, has been appointed commercial agent [illegible] Forest Service, [illegible] approved by Secretary of Commerce Redfield.

Mr. Smith [illegible] knowledge of marketing and other practical phases of the lumber business, and he will be eminently qualified to serve in the new capacity as commercial agent to investigate [illegible] markets [illegible].

The Department of Commerce is preparing to send him to China, Japan, India, Australia, New Zealand, the Pacific Islands and the East Indies, to conduct a series of lumber market investigations, as indications are that those localities offer the most attractive dormant markets for the lumber product of this country.

## William Seiber

William Seiber, president of the Central Veneer Company, Huntington, W. Va., and a prominent politician in that section, died Sunday, July 12, [illegible] month. Death took place at Mr. Seiber's home [illegible] Washington avenue. His death was [illegible] blood poisoning following an operation performed on Mr. Seiber's [illegible]. He [illegible] been [illegible] ill for more than ten months and the operation was made necessary by the resulting condition. Death had been expected for several days, all of his relatives being present when the end finally came.

THE LATE WILLIAM SEIBER, HUNTINGTON, W. VA.

Mr. Seiber had been identified with many important enterprises connected with the development of Huntington, having been a member of the Chamber of Commerce. He had lived in Huntington twenty years, coming to that city in the spring of 1894. At the time of his death Mr. Seiber was forty-five years old.

Mr. Seiber had been elected mayor of Central City nine times. He was a member of the United Commercial Travelers, Knights of Pythias and Knights of Columbus.

Mr. Seiber began his veneer career as an employe of the E. D. Albro Veneer & Lumber Company of Cincinnati, O., where he was born. He remained with that concern for fifteen years and managed the plant during the last three years before leaving. In 1894 he established the present plant for the J. H. Moore Company, for which concern he served as manager a year. In the year following the Central Veneer Company was organized and Mr. Seiber became president, which office he held up to the time of his death.

The Central Veneer Company has a good reputation as a manufacturer of rotary cut cross banding, especially in poplar. The plant is on an extensive basis and was recently improved to the extent of installing machinery valued at $15,000.

Mr. Seiber leaves, besides his widow, a son and daughter, William and Margaret respectively, and three brothers in Huntington, Peter, Andrew C. and Charles J. He also left a sister who lives in Cincinnati.

## Change in Bassett Company

The Bassett Hardwood Manufacturing Company of Monticello, Ky., announces that a deal has just been consummated in which George O. Bassett, president of the Bassett Hardwood Manufacturing Company, has purchased the stock owned by P. W. Minton of the same concern. This makes Mr. Bassett owner of all mills and holdings of the Bassett Hardwood Manufacturing Company, which is practically the largest concern of its kind in the country. It manufactures vehicle woodstock and owns several saw and dimension mills in central Kentucky.

### Cadillac Has New Woodworking Plant

town work.

### New Sawmill Proposed

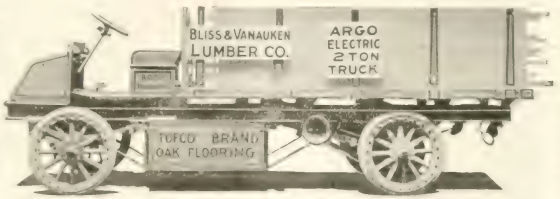
### Installs Bleaching Outfit

When the equipment is completely installed there will be but one other [illegible]. It is anticipated the process will add immeasurably to the life and value of this product, the particular value being the elimination of the tendency which is so well known in connection with birdseye maple, to yellow with [illegible]

### A New Electric Truck

[illegible] on the market, this one being an electric proposition. It is claimed that [illegible]

According to the makers this vehicle is particularly [illegible] quick and economical delivery of lumber and finished products in cities [illegible] factured by the American Electric Car Company of Saginaw, Mich.




ELECTRIC TRUCK MANUFACTURED BY THE AMERICAN ELECTRIC CAR COMPANY, SAGINAW, MICH.

As an indication of the efficiency of this truck the makers cite an instance where the truck is used by the Bliss & Van Auken Lumber Company of Saginaw, Mich., in which it has actually showed a very substantial saving in delivery cost over horse-hauled trucks formerly used. In fact, this concern frankly states that the service rendered is equivalent to that of three double horse teams.

Further information can be secured by addressing the American Electric Car Company, Saginaw, Mich.

### Annual Meeting of Forest Products Exposition Company

The annual meeting of the Forest Products Exposition Company was held in the office of the National Lumber Manufacturers' Association, Tuesday, July 21. President R. H. Downman of New Orleans, La., presided. Those [illegible]

A detailed report covering an audit of the accounts made by a certified public accountant was carefully reviewed, and it was moved that a summary of the same be sent to all of the stockholders. It develops that the company has about $7,000 in its treasury, being the balance left after all expenses are paid from the receipts, including stock sales, exposition space, gate receipts, etc. It was thought best to submit to the stockholders for their personal expressions the question of whether or not this money should be refunded, pro rata, or be retained in the treasury of the company for the purpose of promoting another exposition. Pending this decision Secretary Rhodes was instructed to invest at least $6,000 of the fund in high-grade convertible bonds.

Manager Geo. S. Wood of the exposition submitted a report covering the general feature of his work, together with communications received from a majority of exhibitors expressing satisfaction with their participation in [illegible] willing to take part in another exposition.

[illegible] fully discussed, and it was felt undesirable to [illegible] expositions be held as early as 1915, but the [illegible]

The secretary was instructed to communicate [illegible] expositions during the coming year, stating that [illegible] Allison Company will be glad to cooperate with [illegible] influence to secure the participation of the [illegible] affiliated with the movement, and the understanding [illegible] same, paying the expenses incident thereto, and taking the revenues which may be derived from the sale of space, tickets, etc.

The members of the board of governors of the National Lumber Manufacturers' Association [illegible] the Forest Products Exposition Company for the ensuing year.

Following a meeting of the stockholders, the directors convened and elected the following officers: President, R. H. Downman, New Orleans, La.; treasurer, James A. Freeman, Pasadena, Cal.; secretary, J. E. Rhodes, Chicago, Ill.

The secretary was instructed to send to the stockholders a report covering the meeting, including a list of the exhibitors at the expositions held in Chicago and New York, and a summary of the letters in which their [illegible] Wood's report.

### Handsome Old Walnut Set

F. J. Fatzinger of the F. W. Wint Company, Catasauqua, Pa., has just refinished in the mill at Catasauqua a very beautiful and valuable dining room set of black walnut lumber, which was originally purchased by the Crane Iron Works and later bought by the F. W. Wint Company, in whose possession it has been for thirty odd years. The lumber was cut on the David Hunt land in Catasauqua, Pa., fifty-five years ago. [illegible] $4,500 to $5,000. It is composed of six chairs, a service table, [illegible] china closet and extension table, all beautifully figured and embellished. For its beautiful figure and artistic touch it is said it cannot be duplicated. Mr. Fatzinger recently stated that he would not accept $2,500 for it. He takes great pride inexhibiting it to friends or to any one who is interested. The full beauty of the set is brought out by the coloring of age and modern [illegible]

## *Pertinent Information*

### Car Surplus Still Increases

In spite of reports of stimulation in business activity a report of the American Railway Association on car movements shows that the surplus of freight cars increased from July 1 to July 15 from 220,875 to 228,384. This compares very unfavorably with surplus of July 15, 1913, at which time there was a surplus of 76,280 cars.

The shortage is but 1,843 cars on July 15, against 1,335 cars on July 1. The shortage a year ago July 15 was 6,875 cars.

### Advance in Southern Lumber Rates

J. H. Townsend, general manager of the Southern Hardwood Traffic Association, has issued the following notice to members of that body [illegible] pending advances in rates [illegible]

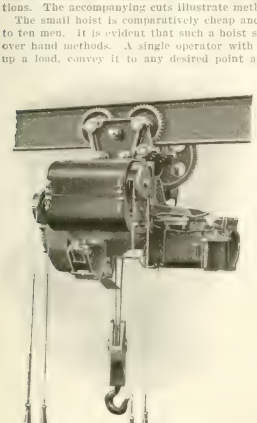
Tariffs will be published within a few weeks, to become effective September 1st, which will advance the gum rate, east of the river, from two to four cents per hundred pounds. The oak rate will be advanced from one to two cents per hundred pounds. The tariffs, effective September 1, will only apply to the Ohio river. However, tariffs will be published naming the same advances throughout the entire territory east of the river. This latter advance will become effective the latter part of September. As stated in our bulletin of May 15, this will be the most radical advance ever undertaken. Carriers west of the river will also undertake to advance their rates [illegible] hundred pounds.

When you take into consideration that forty-seven per cent of the Yazoo Mississippi Valley's tonnage is forest products, you can readily understand the persistent effort on their part to advance lumber rates.

### Application of the Electric Hoist

Rapid and reliable handling of material in factories, shops, and stores is an essential part of modern business. It is a problem different from the lifting of heavy weights by cranes and derricks, and special apparatus is needed. The electric hoist, manufactured by the Pawling & Harnischfeger Company of Milwaukee, is designed to meet these and factory conditions. The accompanying cuts illustrate methods of using the hoist.

The small hoist is comparatively cheap and does the work of from three to ten men. It is evident that such a hoist system offers great advantages over hand methods. A single operator with the help of a hoist may pick up a load, convey it to any desired point along the runway and deposit it in less time than it takes to get a crew of helpers together. There will be no laborers standing around idle waiting for orders and no delay in getting material from one machine to another and from one department to the next one. The ceiling is made use of and floor space is saved by the elimination of hand trucks, wheel barrows, industrial trucks, etc. Then again the goods may be piled up to any desired height without any additional expense, resulting in a further saving of floor space.



ONE TON HOIST PROPELLED BY MOTOR

Another great advantage of the monorail system lies in its flexibility. It may be extended indefinitely and it can be made to cover irregular areas and reach into out-of-the-way corners. Different tracks may be connected by means of switches and turntables.

The hoists may be equipped with or without cages, as occasion requires. Any desired length of runway can be installed. That is determined by the kind of work to be done and the space in which the operation is carried on. In handling metals, the loads in some cases are picked up by magnets instead of hooks or cages.

In view of the small cost of a monorail system and the many savings realized by its use, it will be to the advantage of every executive to thoroughly analyze his material handling problems, as an electric hoist with 200 to 300 feet of runway will in most cases pay for itself inside of a few months.

### Guessing the Age of Cypress

Visitors who attended the Forest Products Exposition in Chicago and New York were offered a fine pergola as a prize in a guessing contest. The age of a section of cypress trunk was the subject of the contest. No statement has been published showing the numbers of guesses on file, but there were many thousands, and they ranged from less than sixty years as the age of the tree to more than sixty thousand. The contest has been decided by awarding the prize to Francis C. Tucker, a civil engineer of Chicago. The tree was adjudged to be 662 years old, and the age was determined by counting the rings of growth. The judges were Howard F. Weiss of the United States Forest Service; E. A. Sterling, forest and timber engineer, and Hermann von Schrenck, timber engineer.

Three persons guessed the exact age, but the prize went to the first person to guess it. The cards on which the guesses were written were numbered consecutively. Prizes were awarded the following persons:

Albert Steinback, New York, 662 years.
Albert E. Davis, New York, 662 years.
Albert Johnson, New York, 662½ years.
R. C. Saunders, Chicago, 663 years.
M. Baumgarten, New York, 663 years.
Lewis Leining, New York, 663 years.

### University Men as Lumber Carriers

A trade paper in Manchester, England, recently called attention to the fact that among the lumber carriers in that and other cities of England are a number of university men.

According to a social worker who has been among the dockers for twenty years, every year sees a number of men of refinement enter the ranks of the timber carriers and general laborers—men who have once flourished in the professions, men who can do wonderful things in mechanics—musicians, lawyers, chemists, and men who can speak in many tongues. They are the men who have missed their chance in life.

Few of them ever get back up the ladder again. Occasionally those who spend their life trying to help these unfortunates have success. One in fifty has the will power to make the effort.

It is easy to understand why the work is so difficult. When the university man gets to the bottom, the fall is a great one. He knows he is a failure. He realizes fully that the fall has been through lack of character. He has sufficient understanding to see plainly that the chances of getting back again in the short span of years which constitutes a man's working life are almost hopeless. Men who have once occupied a good position in the world and yet have not had a good education are much easier to deal with. To them the fall has not been so great. Frequently they carve out a second career in the business world, and get right back among their fellows. Learning their lesson in the hours of timber-carrying, they gain [illegible] and self-[illegible]. Starting [illegible] a new home and [illegible] friends, they once more take their place in society.

### Street Trees in Philadelphia

Philadelphia has 127,301 trees growing along its streets. They are of miscellaneous kinds, all sizes, and in various conditions. A commission has been placed in charge with ample power to cut down, plant, and improve. Many of the trees are in a bad state of neglect. Thousands of new will be planted, consisting of pin oak, oriental plane or sycamore, Norway maple, and Chinese gingko. Three of these are foreign and one native. It is strange that with 514 kinds of native trees growing in the United States, it should be deemed necessary to go to foreign countries for three out of four trees for planting in Philadelphia.

### Forestry in Pennsylvania

The forest lands belonging to the state of Pennsylvania were improved the present year by the planting of 3,500,000 seedings. Arrangements have been made to continue the work in the future. Last spring there were sown in the state nurseries 1,450 pounds of white pine seed, 200 pounds of Norway spruce, 50 pounds of European larch, 118 pounds of pitch pine, 100 pounds of Scotch pine, 15 pounds of Norway pine. Not a pound of hard wood seed was reported. It might be supposed that some space would be given to oak, basswood, yellow poplar, cherry, walnut, and several others.

INTERNATIONAL HARVESTER COMPANY'S MILWAUKEE PLANT EQUIPPED WITH A MONORAIL SYSTEM

### Walnut Farm Buildings in Kentucky

Notwithstanding the rarity and expensiveness of walnut timber nowadays, there is one farm in Kentucky which can boast not only of its barns and tenant houses being built of walnut, but even the fences on the place are constructed of this valuable wood. This is the Coghill farm, located in the Shaker Bend section of Jessamine county, about twenty-five miles south of Lexington. The larger part of this tract was formerly a vast walnut forest, and a considerable quantity of the walnut timber yet remains, the owners of the place cutting it only for domestic use.

Thousands of dollar's worth of this valuable timber has accordingly been cut in past years for this purpose, and not only the tobacco barns and tenant houses, but even the fences have been constructed of rich black walnut, which if sent to the furniture factories of the North would have yielded the owners a handsome fortune. There is perhaps not another farm in Kentucky on which so much valuable timber can yet be found, despite this prodigality.

### Foolish Chilean Timber Laws

The laws of Chile prohibit the cutting of dead timber for lumber. That renders impossible the utilization of fire-killed trees or those which die from other causes. Another law forbids offering timber for sale within six months after it is sawed. There is evidently not much demand in Chile for dry kilns in connection with sawmills. Another law prohibits cutting trees in summer "when the sap is in the wood." The Chileans evidently have not yet learned that there is as much sap in a tree in winter as in summer.

### The Yeoman Confederacy

### Catalpa Rated Good

### A Venerable Irish Yew Tree

### Old Wooden Water Pipes

### An Interesting Price List

### Arkansas Black Walnut Logs

Dogwood Rodeo Ill., June 19th 1912

## FINISHING---Rough.

**Thick, Cleans and Selects.**

| | |
|---|---|
| 1 | $77 |
| 1 1/4 | 37 |
| 1 1/2 | 37 |
| 2 | 30 |
| 2 1/2 | 30 |
| 3 | 30 |

**Box Boards, 13 in. and upwards.**

| | |
|---|---|
| A | $42 |
| B | 37 |
| C | 27 |
| D | |

**Stock Boards 12 Inches.**

| | |
|---|---|
| A | $39 |
| B | 32 |
| C | 27 |
| D | 18 |
| E | 13 |

**Stock Boards 8 and 10 inches.**

| | |
|---|---|
| A | $37 |
| B | 24 |
| C | 16 |
| D | 10 |
| E | |

Mixed cars $1.00 ...

## DRESSED LUMBER.

**Flooring.**

| | |
|---|---|
| A | $37 |
| B | 30 |
| C | 23 |
| Select | 19 |

**Siding.**

| | |
|---|---|
| | 18 |
| | 15 |
| | 13 |
| | 9 |

**Ceiling.**

| | |
|---|---|
| | $2 |
| | |
| | |
| | |
| | |

**Battens.**

**Mouldings.**

... cent off from Current Price List.

## COMMON---Rough.

**Dimensions.**

| | |
|---|---|
| Select | $ |
| 1 in. | |
| 1 1/4 to 2 in. 12 feet | |
| 1 1/4 to 2 in. 16 feet | |
| 1 1/4 to 2 in. 20 feet | 2 |
| 2 1/2 to 4 in. | 3 |

**Boards.**

| | |
|---|---|
| No. 1 | $12 |
| No. 2 | |
| No. 3 | 10 |

**Fencing.**

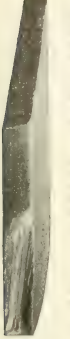
| | |
|---|---|
| No. 1 | 3 |
| No. 2 | 1 |
| No. 3 | |

**Shingles.**

| | |
|---|---|
| Star A | |
| Standard A | 1 50 |
| No. 1 | |

**Lath.**

Rate to ... cts. per 100 lbs.



### A Remarkable Test of Saw Steel

[illegible] Much Talked-of Suit to Begin

[illegible] Working on Government Reserve in Kentucky

[illegible] Efficient Fire Organization

[illegible] The Chicago Furniture Show

### Fireproofing Wood

sideration to the following process.

evaporated in drying kilns, and the chemicals, in minute crystal form,

to the fibres of the wood which excludes the oxygen in the air. In time the heat causes the crystals to collapse, but further crystals in the wood immediately expand, and the same process of resistance against fire continues. The chemicals used are antiseptic and preservative, consisting chiefly of the phosphate of monoamin. As a result of the treatment the life of the wood is also lengthened, for the

daily satisfactory, inasmuch as the material treated is not saturated

soda, sulphate of ammonia, sulphate of alumina, alum, etc., which invariably cause discoloration of the wood, corrosion of metals, destruction of fibres, and prevent satisfactory painting or polishing. After this treatment the wood can be worked, nailed, glued, painted, polished, etc., as though it had not been subjected to any special process. All kinds of timber can be treated, including oak, teak, deal, pine, mahogany, walnut, beech, birch, ash, maple, yellow poplar, pitchpine, larch, etc.

**JAMES & ABBOT COMPANY**
**Lumber and Timber**
**No. 165 Milk St., BOSTON, MASS.**

**LABORERS FREE**

Free of charge to employers, we supply all classes of laborers and mechanics, of any nationality.

Loggers, Railroad Graders, Cooks, Flunkies, Teamsters, Engineers, Saw-filers, Bark-Peelers, Sawyers, Swampers, Cant-hook men, and good men for general labor work.

Men pay own railroad fares to the works. We have good men on hand to work around sawmills and lumber yards by the day or by month.

Write all particulars in your first letter, wages, work-

Long Distance Phone Franklin 3529
**Diamond Labor Supply Co.**
32 So. Canal Street, Chicago, Ill.

**Timber Land For Sale**

timber, consisting of 20 per cent Red Gum, and the balance Oak, Cottonwood and Ash. The ash is exceptional in quality and there is about 6,000,000 feet of very fine virgin cottonwood.

**Price $25.00 Per Acre**

For further information address

Indianapolis, Indiana.

### New Water Freight Service

way of Chicago river, drainage canal, and Illinois and Michigan canal. Sailings will be made out of Chicago, for the present, every Tuesday, Thursday, and Saturday to Joliet, returning Monday, Wednesday, and Saturday. As soon as traffic will warrant daily service it will be put on. Through schedules to Davenport, Ia., and intermediate points on the Illinois and Michigan canal and the Hennepin canal will be established in the near future.

### Satisfactory June Fire Record

the 450 lumber manufacturing plants which hold membership in the alliance. Four small fires occurred, but the total reported loss was less than $250. Weather has been favorable to the prevention of fires about sawmills; but the season is now approaching when danger will be greatly increased. Longer periods without rain may be expected. Not only are more fires liable to start, but scarcity of water in many localities will render the suppression of fires more difficult.

### California Laurel Lumber

The Navy Department purchases California laurel for dock and boat work. Although this wood is called laurel, it is not a relative of the common laurel of the eastern states, but closely resembles sassafras, to which it is closely related. It grows in northern California and southern Oregon, and its principal use is as furniture material and as pumping beams for oil mills. It is said to be the only California hardwood specified for use by the Navy.

### Old Oak Furniture

Six oak chairs, a little less than three hundred years old, recently sold in London at $350 each. This price caused the London Timber Trades Journal to wonder what the "coronation chair" in Westminster Abbey would sell for. It has the necessary age, and its history is unquestioned. If the suffragettes continue to explode bombs

### The Largest Hardwood Tree

hardwood tree in the United States, and if the published measurements are correct, the claim is probably valid as far as diameter of trunk is concerned. The figures show a trunk diameter a little over fifteen feet. It is a sycamore, and in all probability is hollow. The sycamore is generally admitted to be the largest hardwood of this country in point of diameter, but in both height and diameter yellow poplar seems to hold first place. There are records of two other sycamores about the size of Indiana's giant, one in Missouri, the other in West Virginia, but neither is now standing, so Indiana is apparently the champion in possession of the biggest hardwood at this time. The tree stands in a cornfield in the White river bottom, one and a half miles southeast of Worthington, Ind.

It is nearly always impossible to determine the age of large sycamore trees, because the trunks are apt to be hollow, and the annual rings are missing except those of the outer shell. It is a slow-growing tree after it has passed its first fifty or one hundred years, and a tree like that

### Government Building Bombarded

The new volcano in California, at Mt. Lassen, has destroyed a government building by a bombardment of boulders thrown from the crater. The loss is not serious, as the house was only fourteen feet square. It was built under adverse circumstances. It stood on the top of Lassen peak, and the lumber and other material of which it was built were carried to an altitude of 11,000 feet on men's backs. The building was designed for a fire-lookout station. Much of the country for a hundred miles on all sides was in view, and it was valuable as a point from which forest fires could be quickly discovered, and these was telephone

### Yellow Poplar in England

The London *Timber Trades Journal* reports that a yellow poplar more than three feet in diameter at five feet from the ground was recently thrown by the wind in Rhododendron dell, at Kew, England. It was eighty feet high and about 150 years old. The yellow poplar, sometimes known as whitewood, and called "canary whitewood" in Europe, is a native of the eastern part of the United States, and all trees of that kind on the other side of the sea have been planted. The size of the specimen at Kew was only moderate for its age. Considering further that it branched fifteen feet from the ground, it is a safe guess that a large proportion of the trunk was white sapwood. The rich yellow heart is

### Building Operations for June

Building operations throughout the country for June are improving slowly month after month and now make favorable comparisons with a year ago. The official reports of building permits, issued during the month of June in 63 cities, as received by *The American Contractor*, Chicago, reach a total of $68,364,893, as compared with $65,938,930 for the

corresponding month a year ago. This is a gain of 1 per cent, small, but encouraging when compared with the loss favorable statements for some months past. As shown in previous reports the gains are not uniform. One interesting development is that some of the larger cities are doing better. Those cities making the relatively better returns include the following, with percentage of gains: Albany, 419; Bridgeport, 201; Springfield, Ill., 513; Wilkes-Barre, 365; Toledo, 117; Paterson, 121; Cleveland, 73; Duluth, 73; Harrisburg, 61; Hartford, 98; Kansas City, 80; Brooklyn, 73; Borough of Richmond, New York, 90; Oklahoma, 56; St. Paul, 91; South Bend, 87.

The statement of building operations for the half year must also be regarded as favorable in view of the present trend. The decrease, as compared with the first half of 1913 is less than one per cent, the more unfavorable showings earlier in the year being almost extinguished. The total cost of building permits issued in 63 cities for the first six months of 1914 was $364,276,795, compared with $363,848,792 for the first half of 1913. The detailed statement is as follows:

| | June, 1914 | June, 1913 | Gain | Loss |
|---|---|---|---|---|
| Akron | 424,215 | $ 496,700 | | 14 |
| Albany | 850,885 | 165,615 | 419 | |
| Atlanta | 179,654 | [illegible] | | 36 |
| Baltimore | 970,949 | [illegible] | 30 | |
| Birmingham | 72,189 | 577,180 | | 1 |
| Boston | 700,000 | [illegible] | | 1 |
| Bridgeport | 600,185 | [illegible] | 1 | |
| Buffalo | 1,400,000 | 1,582,000 | | 32 |
| Cedar Rapids | 250,000 | 491,000 | | 1 |
| Charlottesville | 60,745 | [illegible] | | 36 |
| Chicago | 9,758,500 | 10,000,000 | | 2 |
| Cincinnati | 1,146,885 | 1,392,525 | | 20 |
| Cleveland | 3,126,700 | 1,806,300 | 73 | |
| Columbus | 625,000 | 97,781 | 10 | |
| Dallas | 388,945 | 679,541 | | 25 |
| Denver | 271,014 | 372,845 | | 26 |
| Duluth | 741,200 | 430,000 | 73 | |
| East St. Louis | 145,100 | [illegible] | | 1 |
| Ft. Wayne | 304,000 | 273,035 | 44 | |
| Grand Rapids | 395,257 | [illegible] | | 43 |
| Harrisburg | 121,350 | 81,[illegible] | 61 | |
| Hartford | 658,027 | [illegible] | 98 | |
| Indianapolis | 817,258 | [illegible] | | 32 |
| Kansas City | 1,052,700 | 904,[illegible] | 80 | |
| Los Angeles | 1,682,057 | 2,[illegible] | | 20 |
| Louisville | 517,540 | 367,780 | 41 | |
| Manchester | 180,[illegible] | 1,[illegible] | 1 | |
| Memphis | 280,042 | 1,[illegible] | | 66 |
| Milwaukee | 599,808 | 1,481,[illegible] | | 59 |
| Minneapolis | 1,564,195 | 1,800,[illegible] | | 13 |
| Newark | 850,270 | 1,[illegible] | | 50 |
| New Haven | 140,271 | 241,[illegible] | 58 | |
| New Orleans | 574,596 | 643,264 | | 11 |
| New York, N. Y. | | | | |
| Manhattan | 4,275,301 | 6,355,617 | | 33 |
| Bronx | 2,882,347 | 2,544,850 | 13 | |
| Brooklyn | 3,628,366 | [illegible] | 73 | |
| Queens | 2,688,384 | 1,257,880 | 113 | |
| Richmond | 325,908 | 171,600 | 90 | |
| Total | 17,788,756 | 13,329,201 | 33 | |
| Oakland | 434,231 | 577,517 | | 2 |
| Oklahoma | 56,500 | [illegible] | 56 | |
| Omaha | 194,027 | 339,650 | 19 | |
| Paterson | 187,276 | 84,[illegible] | 121 | |
| Peoria | 175,200 | 199,[illegible] | | 12 |
| Philadelphia | 3,779,635 | 4,188,800 | | 10 |
| Pittsburgh | 2,150,281 | 2,500,972 | | 25 |
| Portland | 834,135 | 947,135 | | 12 |
| Richmond | 147,209 | 152,778 | 13 | |
| Rochester | 1,026,327 | 1,114,108 | | 29 |
| Salt Lake City | 232,600 | 249,748 | | 7 |
| San Antonio | 240,000 | 160,002 | 50 | |
| San Francisco | 1,398,882 | 1,675,564 | | 22 |
| St. Joseph | 52,660 | 49,111 | 7 | |
| St. Paul | 1,048,631 | 1,072,885 | 91 | |
| Schenectady | 150,960 | 158,889 | | 65 |
| Scranton | 108,302 | 85,[illegible] | 26 | |
| Seattle | 1,163,165 | 887,[illegible] | 30 | |
| Sioux City | 238,680 | 296,400 | | 19 |
| South Bend | 120,278 | 64,[illegible] | 87 | |
| Spokane | 83,057 | 111,785 | | 79 |
| Springfield, Ill. | 293,500 | 47,870 | 513 | |
| Syracuse | 295,925 | 313,[illegible] | | 54 |
| Tacoma | 80,631 | 527,885 | | 85 |
| Toledo | 881,132 | 404,651 | 117 | |
| Topeka | 70,025 | 54,[illegible] | 30 | |
| Washington | 942,237 | 1,253,[illegible] | | 25 |
| Wilkes-Barre | 1,108,511 | 238,[illegible] | 365 | |
| Worcester | 746,598 | 540,978 | 38 | |
| Total | 865,364,963 | 865,988,889 | 1 | |

### Metal Railway Ties in Switzerland

Consul Frank Bohr, Zurich, Switzerland, has made a report to this government concerning the use of steel ties by the railroads of that country. About sixty-five per cent of the federal railways rest upon steel ties and thirty-five per cent upon wooden ties. All of the steel ties have the form or profile of a trough, into which shape they are rolled in the mills. The ends of the ties are bent down, and the trough profile thus closed, and from the point of the attachment of the rails the ties have a slope of one in twenty away from the center of the track. The ties have holes for the attachment of the rails by means of clamp plates, and no tie-plates are used under the rails. The weight of the trough profile is 159.84 pounds each.

For a year or more the federal railways have been installing, at the junction points of the rails, double-trough steel ties instead of two ordinary single-trough ties. These double ties are of the same material as are the single ties, and the rails are attached in the same manner, but they weigh 275.58 pounds each.

### Forest Land Bought in West Virginia

The Forest Service has recently completed the purchase of an additional 6,083 acres of land in West Virginia, on the upper tributaries of


**Hooton Hardwood Co.**

Manufacturers and Wholesalers

SOUTHERN HARDWOOD LUMBER, LOGS AND TIMBER

**CHOICE WHITE OAK**

Even color — soft texture

7 cars—4-4 1sts and 2nds Plain
12 cars—4-4 No. 1 Com. Plain
5 cars—4-4 No. 2 Com. Plain

Good widths and lengths Dry

Also large stock all grades and thicknesses plain Red Oak

Terre Haute, Indiana

**The White Lake Lumber Co.**

Peoples Gas Bldg., CHICAGO, ILL.

Northern and Southern Hardwoods

CAR STOCK

WHITE PINE YELLOW PINE

*High Quality—Prompt Delivery*

WE WANT TO MOVE AT ONCE

10 cars 1" No. 1 Common Basswood
5 cars 1" No. 2 Common Basswood
30 cars 1" Red or White Oak, all grades
40 cars 1" Red and Sap Gum, all grades
*Send us your inquiries* The last two items are but one-half dry

AT HALF PRICE

**STEAM SKIDDER AND LOADER COMBINED**

Clyde Modern Equipment. Used about sixty days. Operations discontinued. No further use for it

For Particulars Write

**GOGEBIC LUMBER CO.**

GRAND RAPIDS, MICH.

"ANDREWS" Dried Lumber
is Better Lumber

"ANDREWS"

Products Represent Perfection,
Reliability, Results

"Andrews"
Moist Air
Lumber
Driers

Condensing
—OR—
Ventilated

Perfect Transfer Cars

Perfect Dry Kiln Trucks

Canvas Dry Kiln Doors

DRIER DEPARTMENT

The A. H. Andrews Co.
115-117 S. Wabash Avenue
CHICAGO, ILLINOIS

Bluestone Land & Lumber Company
MANUFACTURERS
WEST VIRGINIA HARDWOODS
Soft White Pine, Oak, Poplar, Chestnut, Hemlock
Band Sawed Stock
MILL FACILITIES
COMPLETE PLANING
RIDGWAY
PENNSYLVANIA

COLFAX HARDWOOD LUMBER CO.
MANUFACTURERS
ASH OAK CYPRESS GUM
All stock band sawed, well manufactured, carefully graded, good average widths and lengths, an average of 14 and 16 ft. lengths.
No manipulation of grades.
Located on
La. R. & S. Co.
COLFAX, LA.
Consumers' inquiries desired

Dermott Land and Lumber Company
DERMOTT, ARK.

### Hardwood Floors Fine Here

### Lake Erie and Ohio River Canal

### Long Service for Shingles

### Unreasoning Prejudice

### Veneer Panels in Germany

### Proficiency of Ancient Woodworkers

### Lumber Imports and Exports

### Oak Holds Its Place

# Hardwood News Notes

## MISCELLANEOUS

The Terminal Match Company has been incorporated at Brooklyn, N. Y., with $10,000 capital.

The Wm. Rausch Woodenware Company has been incorporated at Buffalo, N. Y., with $50,000.

The Cornell Wood Products Company has been incorporated at Cornell, Wis., with $3,500,000 capital.

The McEntee Plow Company has been incorporated at Tipton, Ind., with a capital stock of $200,000.

The Oakville Basket & Veneer Company has been incorporated at Oakville, Ind., with a $100,000 capital.

The Montgomery Screen Door Company of Montgomery, Mich., has increased its capital stock to $30,000.

The Conant Basket Company of South Milwaukee, Wis., has been incorporated with a capital stock of $30,000.

It is reported that a creditors' committee is in charge of the Lohse Patent Door Company of St. Louis, Mo.

The Buckeye Tank & Seat Company of Canton, O., has changed its name to the James Manufacturing Company.

A suit has been entered for appointment of receiver for the Wagner-Stierlin Piano Manufacturing Company of St. Louis.

The Gasport Basket Company is the style of a recently incorporated concern at Gasport, N. Y. It is capitalized at $2,000.

The C. J. Becker Company has started a wholesale lumber business at Philadelphia, Pa., with offices in the Bellevue Court building.

The Tuckahoe Woodworking Company of Tuckahoe, N. Y., has been incorporated. It will operate with a capital stock of $5,000.

The Whiting Manufacturing Company of Judson, N. C., has been succeeded by the Graham County Lumber Company of Bay City, Mich.

The Blue Rock Export Company has been incorporated at Mobile, Ala., with a capital stock of $50,000. A foreign concern is back of this organization.

The New York Woodworking Company has started business in New York City. This concern is an incorporated organization with a capital stock of $10,000.

The Appalachian Furniture Company of Bluefield, W. Va., is a bankrupt concern. The company has sold plant to the Bluefield Hardwood Manufacturing Company.

F. W. Kirch has incorporated at New York City to deal in veneers. This concern will operate at Forty-sixth street and Lexington avenue.

The Fobecke Furniture Company of Hoboken, N. J., has been incorporated. This concern was formerly operating without formal incorporation.

The McIntyre Lumber Company is the name of a new concern recently organized at Millville, Ark. J. F. McIntyre of Pine Bluff, widely known as a hardwood manufacturer, is president. His concern, J. F. McIntyre & Sons of Pine Bluff, is one of Arkansas' largest hardwood manufacturing institutions, and the success of the new enterprise at Millville is assured.

## CHICAGO

HARDWOOD RECORD is in receipt of a copy of the 1914 year book published by the Lumbermen's Club of Chicago. This is a very attractive volume containing besides the revised by-laws a list of members and other interesting information regarding the association.

Official bulletin volume 1, No. 2, has just been issued by the National Hardwood Lumber Association. This contains some information that is not only interesting but valuable.

The International Casket & Manufacturing Company of Chicago is reported to be in bankruptcy.

HARDWOOD RECORD has just received notice of the fall meeting of the board of directors of American Forestry Association, which will be held at New Orleans on November 10-13.

Chas. F. Luehrman of the Chas. F. Luehrman Hardwood Lumber Company of St. Louis, Mo., spent several days recently in Chicago.

B. B. Burns, Charleston, W. Va., vice-president of the Hardwood Manufacturers' Association of the United States, was in Chicago a few days ago in conference with other prominent members of that organization, among them being W. H. Weller, Cincinnati, secretary, and J. H. Himmelberger, Morehouse, Mo., president.

E. V. Babcock, president of the National Hardwood Lumber Association, spent a few days last week in Chicago.

R. S. Huddleston, general manager of the Otis Manufacturing Company of New Orleans and president of the Huddleston-Marsh Lumber Company, Chicago, was in this city for a day last week. Mr. Huddleston says that the outlook is excellent, as his concern has very little undue accumulations of any stock and expressed himself very optimistically as to the favorable developments in business conditions.

H. F. Below of the Below Lumber Company, Stanley, Wis., spent a few days last week in Chicago on business.

W. L. Farris of the Farris Hardwood Lumber Company, Nashville,


# SPECIAL PRICE FOR QUICK SALE:

No. 1 Com. Hickory:
8 cars 1½" to 4"

No. 1 Com. Poplar:
15 cars 5/8" to 4"

No. 1 Plain Oak:
20 cars 1" to 4"

No. 2 Plain Oak:
5 cars 1"

No. 1 Common Ash:
3 cars 2"
1 car 2½"

**Goodlander-Robertson Lumber Company**

MANUFACTURERS AND WHOLESALERS
**HARDWOOD LUMBER**

Yards and Office:
**Kansas Avenue** **Memphis, Tenn.**

*No Animals in This Yard*

# DRY:

1 car 5/8" FAS Plain Red Oak
2 cars 3/4" FAS Plain Red Oak
5 cars 4/4" FAS Plain Red Oak
1 car 5/4" FAS Plain Red Oak
2 cars 4/4" FAS La. Red Cypress
2 cars 5/4" Red Gum (wide & mostly 16')

**D. K. Jeffris & Co.**
**CHICAGO**

Hardwoods
Concordia Land & Timber Co.
Jeffris, La.

Yellow Pine
Manchester Saw Mills
Manchester, Ala.

RED GUM
Leading Manufacturers

BLISS-COOK OAK CO.
BLISSVILLE, ARK.
MANUFACTURERS
Oak Mouldings, Casing, Base and Interior Trim. Also Dixie Brand Oak Flooring.
As Well As
OAK, ASH and GUM LUMBER
Can furnish anything in Oak, air dried or kiln dried, rough or dressed
MIXED ORDERS OUR SPECIALTY

Our Corps of Inspectors
Intelligent! Highly Trained! Conscientious!
is assurance that you will get what your order calls for when you buy Gum from us
Himmelberger-Harrison Lumber Company
Cape Girardeau, Missouri

Baker-Matthews Manufacturing Co.
Sikeston, Mo.
Band Sawn Southern Hardwoods
SPECIALTIES
RED GUM, PLAIN OAK
SEND US YOUR INQUIRIES

WE OFFER THE FOLLOWING
Band Sawn Stock
4/4 Com. & Better Sap Gum
4/4 Com. & Better Red Gum
6/4 Com. & Better Red Gum
5/4 & 8/4 1s & 2s Red Gum
Quartered and Plain Red and White Oak
This stock contains a good percentage of 14' and 16' lengths and is of excellent widths
W. W. GARY, INVERNESS, MISS.
HARDWOOD LUMBER AND LOGS

## NEW YORK

## BUFFALO

Anthony Miller reports that the hardwood trade is rather quiet, though

a good scale this fall.

to Bretton Woods, N. H., recently, taking in a meeting of directors of the American Automobile Association.

H. A. Plumley, purchasing agent of the Hugh McLean Lumber Company, has been in Chattanooga, Tenn., for a number of weeks, looking after the interests of the company at its mill there.

Blakeslee, Perrin & Darling find trade fair this month, but the activity is not so great as it should be at this season. The demand covers a

Miller, Sturm & Miller report hardwood trade as rather quiet and on about the same scale as a month ago. The yard is now receiving stocks of hardwoods, mostly oak and poplar.

The yard of T. Sullivan & Co. is arranging for shipments of hardwoods from the lake section, and several hundred thousand feet of ash and elm will soon be received.

Taylor & Crate are among the hardwood concerns receiving good-sized stocks of lumber during the past few weeks. Much of the lumber coming in at present is oak.

England coast, and looking after lumber interests in New Hampshire incidentally. August will see him back to work again.

George A. Corson was at the local office of the Erwin Lumber Company for a few days this month, but has now returned to Erwin, Tenn., to look after the company's two sawmills.

Frank T. Sullivan, manager for Hamilton H. Salmon & Co., has been in

## PHILADELPHIA

J. F. Troth of the J. S. Kelly Company reports a somewhat enlarged trading of late more especially owing to the cooler time week. Presumably the depleted stocks are forcing more business into the market to fill special orders as the demand is greater than supplies. The company anticipates improved conditions with the advent of the fall season.

John S. Schofield or Schofield Brothers, owners of the S. Schofield Lumber Company, Schofield, S. C., testifies to little business at present during the last fortnight. Roger W. Schofield is at the Santa Catalina mill looking after things there. Frank E. Schofield has just returned from a tour of the various mills in the South which they represent.

Maurice J. Dukes of R. A. and J. J. Wickersham is not inclined to optimism with conditions. He says things are coming around in very fair shape. They are getting some good business and look for a decided advance in trading in the fall.

J. DeLand Williams of J. Randall Williams & Co. expects increased orders and more liberal inquiries. His honest pronouncement is that things all around look brighter.

F. L. Kennon, sales manager of the Baker White Pine Lumber Company, Baker, Ore., was a recent visitor to the Lumbermen's Exchange rooms.

Charles G. Blake, manager of the Babcock Lumber Company, reports a variable business. For a week or two a brightening was very perceptible, but during the last week things have been literally at a standstill. The outlook, however, is more promising.

Charles K. Parry of Charles K. Parry & Co., sole selling agents for the Carolina Spruce Company, Pensacola, N. C., says spruce is in good demand with satisfactory prices. The other woods are of more erratic movement. Their mill is busy at this time cutting spruce.

E. M. Bechtel, sales manager for William Whitmer & Sons, Inc., can see no important change in trading during the last fortnight. They are getting the usual amount of business and expect an advance with the opening of fall.

W. A. Jackson of the Jackson-Wyatt Lumber Company, reports fair trading during the first six months of this year. The company is encouraged by the developing healthy tone in trade.

A tangible improvement in trading is the word of Fisher Dalrymple of the Thomas E. Coale Lumber Company. Inquiries have been coming in more freely during the last fortnight—whether it is only a flare or will continue is another story. The company is hopeful for the fall.

Thomas E. Coale is in Marinette, Wis., on a lumber hunting trip. He will remain about ten days.

Fire visited the Hall & Killeum car seat and furniture factory July 11. Save for the fact the building was fireproof the entire plant would have been destroyed. The fire was confined to the paint shop on the fifth floor, but considerable damage was done to furniture, etc., on the other floors by water. The loss is estimated at about $15,000.

## PITTSBURGH

The Aberdeen Lumber Company this week unloaded at Joppa, Ill., three barges of cottonwood containing 2,500,000 feet, which President J. N. Woodlett will distribute among the box and wagon manufacturers of the middle states.

The Hetzel Lumber Company is a new concern in Pittsburgh organized by William A. and Alfred E. Hetzel, and Rex H. Lindley.

The well-known Stephens timber tract in Buffington township, Indiana county, Pa., has been bought by W. B. Wagner. It will cut about 700,000 feet of poplar, oak and chestnut and the operation will be started in August.

The Marquette-Kerr Lumber Company of Connellsville, Pa., has bought 100,000,000 feet of timber near Lynchburg, Va., and is shipping a big mill from Erie, Pa., to manufacture the lumber. The price bid for the timber was about $400,000.

W. D. Johnston, president of the American Lumber & Manufacturing Company, reports a slow improvement in the general market for lumber. He thinks things are gradually getting better and from a long trip recently through the West says that there will be plenty of business in that territory this fall.

J. L. Kendall, president of the Kendall Lumber Company of this city, was recently elected a director of the National Hardwood Lumber Association at Buffalo. The Kendall Company is entertaining this week at its Pittsburgh office F. Cunningham, its representative at Domora, S. C.

The Allegheny Lumber Company says that indications point to a better business. Treasurer Rodgers reports collections fair and a little better demand all around.

C. V. McCreight of the Ricks-McCreight Lumber Company has been in West Virginia the past few weeks looking for stocks. He finds plenty of hardwood at the West Virginia mills and says shipments are going out very slowly.

The Camp Manufacturing Company has added to its Pittsburgh force A. K. Coon, for a long time in the employ of the Nicola Lumber Company of this city, who will work Tri-State territory for the Camp concern.

The Elkon Lumber Company on the North Side is doing a good business in oak this summer, most of it going to the manufacturers. Its


RED GUM
(Leading Manufacturers)

OUR SPECIALTY
St. Francis Basin Red Gum

WE MANUFACTURE
Southern Hardwoods
Gum, Oak and Ash

J. H. Bonner & Sons
Mills and Office, GETSEL, ARK.
Postoffice and Telegraph Office, HETH, ARK.

ARCHER LUMBER COMPANY
HELENA, ARKANSAS
Manufacturers of
HARDWOODS
SEND US YOUR INQUIRIES
We can furnish your entire requirements in Hardwoods
OUR SPECIALTY — RED GUM

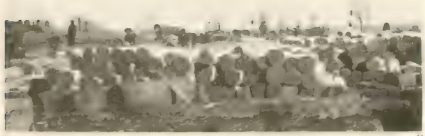
ST. FRANCIS BASIN
RED GUM
(Kraetzer Cured)
Flat-Dry-Bright-Band Sawn
*Write for lists and prices*
GEO. C. BROWN & CO., PROCTOR, ARK.
(20 miles from Memphis, on C. R. I. & P. Railroad)

MILLER LUMBER CO.
Marianna, Arkansas
We offer for immediate shipment the following stock
12 months and over dry:
10 cars 4/4 1st and 2nd Red Gum
7 cars 5/4 1st and 2nd Red Gum
4 cars 6/4 1st and 2nd Red Gum
2 cars 8/4 1st and 2nd Red Gum
10 cars 4/4 No. 1 Com. Red Gum
2 cars 5/4 No. 1 Com. Red Gum
1 car 8/4 No. 1 Com. Red Gum
10 cars 4/4 13 to 17" Gum Box Boards
THE FOLLOWING NINETY DAYS TO SIX MONTHS DRY:
1 car 4/4 Select and Better Cypress
2 cars 5/4 Select and Better Cypress
1 car 4/4 1st and 2nd Ash, 10 and 12' lengths
1 car 4/4 No. 2 Common Plain White Oak
1 car 4/4 No. 1 Common and Better Qtd. White Oak Strips
2 cars 4/4 No. 2 Common Plain Red Oak

OUR STOCK OF
*BAND SAWN*
**Southern Hardwoods**
is one of the most complete
and largest in the state
We can readily fill any requirement in
**RED GUM**
*Oak, Ash, Elm*
PAINSTAKING ATTENTION TO YOUR INQUIRIES
**THE LANSING CO., Parkin, Ark.**

W. T. THOMPSON VENEER CO.
SAWED
QUARTERED OAK VENEER
**We Have Nothing But Flat Dried Stock**
EDINBURGH, INDIANA

**Walnut for Export**



A lot of splendid assorted **American Walnut** logs, squared up and ready for export, are shown in the above photograph, which illustrates a section of our exporting yard at Kansas City.

All work, from the selecting of the trees in the woods to the final loading, is done by men trained in our employ and is under our close personal supervision.

Hence we can guarantee satisfaction in both export and domestic shipments.

**FRANK PURCELL**
**Kansas City, Mo.** **U. S. A.**

## BOSTON

[illegible] in the near future, in the way of a day's trip to Buzzards Bay, a dinner there, and a tour of inspection of the new Cape Cod canal.

## BALTIMORE

H. L. Bowers [illegible] R. E. Wood Lumber Company, [illegible] strength daily, and there is every indication that his excellent constitution will carry him through and enable him to shake off entirely the effects of the long illness.

Mann & Parker, Inc., wholesale hardwood men, with office in the Continental building, were admitted to membership in the Baltimore Lumber Exchange at the last monthly meeting of the managing committee. The firm states that it has been doing a considerable amount of business notwithstanding the quiet in the trade.

The first shipment of Circassian walnut logs brought to this port for John L. Alcock & Co., Baltimore and Gay streets, arrived about two weeks ago by way of New York and [illegible] total weight of thirty-five tons. The logs were finely figured, and will be distributed to manufacturers of veneers and other consumers. It is the intention of the firm to make the importations direct from Batoum, Russia, with which city Baltimore maintains steamer connection. Owing to a miscarrying of arrangements the first shipment came by steamer to New York, but in the future the Baltimore line is to be used. Messrs. Alcock & Co. take the view that Baltimore offers a more favorable point for the distribution of this wood than any other Atlantic port, and the arrangement for the imports was concluded in the firm expectation that much of the trade can be concentrated here.

The National Forest Reserve Commission, of which United States Senator John Walter Smith of Maryland is a member, has approved the purchase under the Weeks law of 6,000 acres of cut-over timberland in Tucker and Randolph counties, West Virginia, from the Raine-Andrews Lumber Company, at the price of $4 an acre. With this purchase the government's holdings in the two counties as a forest reserve are brought up to 45,000 acres.

The Maryland Forestry Commission has purchased from the R. E. Wood Lumber Company about 150 acres of timberland, extending for nearly a mile along the Patapsco river, from Avalon station. The price paid for the land was $62 an acre. The purchase was made to protect the watershed of the Patapsco and also to augment the forest reserve of the state, the region being one of the most picturesque in Maryland.

The warehouse being erected for the Morgan Millwork Company on North avenue, near Maryland avenue, has reached the height of the second story, and work is progressing rapidly. The structure will be entirely of steel, brick and concrete, and will constitute an architectural ornament. When completed it will be occupied as headquarters by the Morgan Company, of which C. A. Hanscom is the head. It is altogether likely that the corporation will concentrate all of its business there, the location being much more advantageous for the distribution of the company's products than the one on South Howard street.

Solomon George, aged fifty years, president of the West Side Lumber Company, died July 7 at Hot Springs, Ark., where he had gone for treatment. He is survived by his wife and five children.

That the local lumber trade is in good shape so far as volume is concerned, appears from the monthly report of the building inspector, which shows that in June the value of the new buildings, additions and alterations for which permits were issued, amounted to not less than $2,246,410. This is almost a record and brings the total for the first six months of the year up to above $9,000,000. If this rate is maintained the year will run ahead of all previous periods, not even the year after the great fire showing as large a sum.

That a hopeful view is being taken abroad in regard to the hardwood trade is shown by the report sent out by J. F. Mueller & Sohn of Hamburg, one of the largest and best known firms in the business. This report states that as compared with the first months of the present year the second quarter showed a decided improvement in the distribution, so that "we cannot refrain from representing the present condition of our market as once more approaching the normal; although it is also to be admitted that the prices realized on many kinds of lumber are not yet in

accord with the cost of production. The stocks on hand showed by no means unimportant withdrawals, while new additions in numerous instances could be disposed of immediately upon their arrival. At the recent auction also the better inquiry found expression in a fairly active demand."

The Marquette-Kerr Lumber Company, a Pennsylvania corporation, according to a report received here from Cumberland, Md., has concluded a deal for the purchase of not less than 100,000,000 feet of timber near Lynchburg, Va., on a basis of $4 per 1,000 feet. The total amount involved in the transaction is $400,000. The timber consists chiefly of oak, chestnut and beech. A sawmill will be erected without delay and the development of the tract will be commenced.

Included in the cargo of the Johnston Line steamer Vedamore, which arrived here from Liverpool last week were 127 mahogany logs intended for western points.

## COLUMBUS

R. W. Horton, sales manager for the central division of the W. M. Ritter Lumber Company, reports a good demand for hardwoods. Prices are generally well maintained but there is some shading to force trade. Dry stocks are not very plentiful. Dealers are better buyers than factories at this time. The prospects for the future extend encouragement to outside operations, as expected to continue active.

The Auglaize Cooperage Company of Minster, Ohio, has filed papers with the secretary of state changing its name to the Auglaize Cooperage & Lumber Co., and increasing its capital from $10,000 to $25,000.

W. J. Kinstle has purchased the interests of W. J. Emmons and S. L. Wycoff of Sidney, O., and Mrs. Mary Summers of Dayton, in the plant of the Wapakoneta Hame Work Company of Wapakoneta, O.

L. B. Schneider, sales manager for John R. Gentry & Co., reports a good demand for all varieties and grades of hardwoods. He sees the prospects for the future appearing much brighter than a year ago.

A. C. Davis of the A. C. Davis Lumber Company says trade is better and that prices are generally well maintained.

J. A. Ford of the Imperial Lumber Company reports a good demand for most hardwoods with prices holding up well on the basis which have prevailed for some time.

## TOLEDO

The Toledo Desk & Fixture Company says business is looking much better during the past two weeks than for sometime before. Inquiries have been coming in freely and the actual business is much better. The demand is coming largely from Ohio and Michigan.

The members of the local Builders Exchange as well as local lumbermen are arranging to attend the picnic to be given August 7-8 at Cedar Point by the builders' supply and lumbermen of the state. It is expected that at least 2,000 people will be present.

The Skinner Bending Company reports a fair business for this season of the year. This factory is running five days a week and expects soon to be able to operate the full quota of time.

The Gotshall Manufacturing Company reports business only fair with its concern. This plant does considerable railroad business and is feeling the shortage in railroad orders to some extent. "Fortunately for us, however," said Mr. Gotshall, "our interests are rather diversified and we can always find something to fall back upon and we are by no means without business at the present time although the railroad end is a big feature."

The Booth Column Company reports business as picking up nicely with good orders coming in from New York and the New England states. There has also been a nice line of orders from Ohio, Indiana and Michigan, with Ohio in the lead.

Albert Durston, who for twenty years was manager of the McClaren & Sprague Lumber Company, of this city, died recently at his home here after an extended illness. He was survived by a wife and daughter.

## INDIANAPOLIS

The Fort Wayne Spoke and Bending Company, Fort Wayne, has shut down temporarily.

Edward Gilmartin, seventy-four years old, a pioneer lumberman of northern Indiana, died at his home in Fort Wayne a few days ago.

John Robert Stewart of Fontanet, a lumberman, has filed a voluntary petition in bankruptcy, showing assets of $875 and liabilities of $2,534.47.

A carload of Circassian walnut logs has been received by the Batesville Lumber and Veneer Company, Batesville, from Batoum, Russia.

The Midwest Box Company has been organized and incorporated at Anderson with $100,000 capital to manufacture boxes. Those interested in the company are, W. H. Fairchild, J. U. Higginbotham and J. M. Starr.

Plans have been announced for a $600,000 apartment house to be erected in the Fall Creek boulevard, this city, by the Fall Creek Realty Company. There will be 150 apartments, finished in mahogany.

## MEMPHIS

Dr. J. F. Graham, a Memphis capitalist, has secured 1,000 acres of land in Arkansas from George Rummage of Helth. The land lies in Crittenden county and largely represents cut over property. The consideration was approximately $70,000.


**Harris Manufacturing Company**
Johnson City, Tennessee
**"Harris" Hardwood Flooring and Lumber**

**MEMPHIS**

**E. Sondheimer Co.**
Wholesale Manufacturers and Exporters
RED GUM
SAP GUM
COTTONWOOD
CYPRESS
ASH
PLAIN OAK
QUARTERED OAK
HICKORY
SOFT ELM
SYCAMORE
*All Grades and Thicknesses*
We make a specialty of mixed cars of Sap and Red Gum, One-half to Two inches thick.

**DUCAN LUMBER CO.**
Manufacturers and Shippers **Hardwood Lumber**
MEMPHIS TENNESSEE

**TIMBER ESTIMATES**
REPORTS INCLUDED
TOPOGRAPHICAL MAP, DETAIL ESTIMATES & WRITTEN REPORT
GARDNER & HOWE
ENGINEERS
Clarence W. Griffith Department Manager, Porter Building. Memphis, Tenn.

**TSCHUDY LUMBER CO.**
MANUFACTURERS OF
**St. Francis Basin Hardwoods**
**SPECIAL BILLS LONG STOCK**
**OAK, ASH and CYPRESS**
18 to 30 feet Sawed to Order
Mill & Yards MEMPHIS
ADDRESS CORRESPONDENCE TO GENERAL OFFICE
605 Republic Bldg. KANSAS CITY, MO.

**VANDEN BOOM-STIMSON LUMBER COMPANY**
Manufacturers Southern Hardwoods
Red Gum a Specialty
Memphis Tennessee

**The Ferd. Brenner Lumber Co., Alexandria, Louisiana**

**Manufacturers of High Grade Hardwoods** DAILY CAPACITY 125000 FEET

# CINCINNATI

**Hardwood Manufacturers and Jobbers**

Johns, Mowbray, Nelson Company
OAK, ASH, POPLAR & CHESTNUT
GUM AND COTTONWOOD

JAMES KENNEDY & CO., Ltd.
OAK, POPLAR AND OTHER HARDWOODS
FIRST NATIONAL BANK BUILDING

**A "FLASHY FIGURE"**
is one of the characteristics of our Quartered Oak. There are others, such as texture, quality of grades, widths and lengths. Air or kiln dried. Prompt and satisfactory service.
SHIPMENTS DIRECT FROM OUR SAW MILLS INSURING THE FULL RUN OF THE LOG
THE M. B. FARRIN LUMBER CO.

OHIO VENEER COMPANY
Manufacturers & Importers FOREIGN VENEERS
2624-34 COLERAIN AVENUE

DAY LUMBER & COAL CO.
Mfrs. YELLOW POPLAR and WHITE OAK
GENERAL OFFICE—CLAY CITY, KY.

RIEMEIER LUMBER CO.
OAK, POPLAR, CHESTNUT
SUMMERS AND GEST STREETS

Veneers: CIRCASSIAN WALNUT AND ALL OTHER FIGURED WOODS
THE FREIBERG LUMBER COMPANY
OFFICE AND MILL, CINCINNATI, OHIO

SHAWNEE LUMBER CO.
HARDWOODS, WHITE PINE and HEMLOCK
Sales Office—South Side Station—C. H. & D. R. R.

E. C. BRADLEY LUMBER CO.
HIGH GRADE WEST VIRGINIA HARDWOODS
GOERKE BUILDING


[illegible]

[illegible] middle of May. Various [illegible]

[illegible]

[illegible]

[illegible] Montgomery, A. H. Lewis, W. H. Burris, R. E. Montgomery, Jr., and [illegible]

[illegible] Kadel, mailed invitations to all the architects of Memphis to visit the [illegible] in order that they may learn at first hand of what can be accomplished [illegible] are thirty-four panels, covering various materials. After the architects have looked over the rooms they will be allowed to invite their clients to go over this interior finish with them in the hope that they may be brought to the use of southern hardwoods for interior trim in their homes and in other buildings in which they are interested.

The Chess & Wymond Stave Company, with headquarters at Louisville, Ky., has begun the erection of a finishing stave plant at Kenset, Ark. The company has recently materially increased its timber land holdings in the latter state and operates a number of stave mills for the [illegible]

## BRISTOL

[illegible]

[illegible] Company has returned [illegible] Petros, Tenn., where he has been looking after the installation of [illegible] near Petros.

S. G. Wilkinson and others have organized the Kingsport Lumber Company. [illegible] near Kingsport, Tenn., known as the Preston tract. A mill is now being installed as rapidly as possible.

The Bristol Planing Mill Company lost about 200,000 feet of lumber in [illegible]ston valley last week. The lumber was destroyed by fire, the origin of which is unknown. The loss was not covered by insurance.

[illegible] Mr. Whiting is doing an extensive wholesale business at Asheville.

[illegible]

## LOUISVILLE

[illegible] conditions gotten out [illegible] the Union National bank, the Louisville Hardwood Club at a late meeting gave its time to the discussion of the admitted lack of activity [illegible] commerce. The report embodied expressions from various dealers and [illegible] although the sales [illegible] the past six months have been slightly below the corresponding

period of 1913 they were still to a fair degree ahead of the ten-year average. In its discussion of the outlook for the future the club was entirely optimistic. It was agreed, however, that a good deal depended upon crop conditions.

Effort to trace the present dullness of the lumber business to the recent tariff legislation was only fruitful inasmuch as all business is naturally affected by that which affects any one of its branches.

The Devil's Kitchen, an outdoor resort on the Taylorsville road, was practically chosen as the regular meeting place for the club during the summer season. Very attractive accommodations are offered here both in the matter of menu and comfort.

Panel and box manufacturers and other concerns engaged in this phase of the hardwood lumber business have been among the first to feel a tangible effect of the new tariff. The duty taken off, foreign glue is now being imported and as a result the price has dropped about one and one half cents on the pound. Although this late quotation has proved a saving to the large consumer of glue little or no effect on the price of the finished product will be noticed.

As one result of the increased demand, the price of basswood has advanced somewhat recently, this being about the only wood in general use on which an increase has been noticed. The principal demand seems to be coming from the furniture and panel factories.

P. G. Booker, president of the Booker-Cecil Lumber Company, recently purchased a 400-acre farm located about eight miles out from Louisville at a price said to be $50,000. He expects to take up active farming and make his residence there but will continue his connections in the lumber business.

Fire recently destroyed the office and warehouse of the Ernest L. Hughes Lumber Company at a loss estimated at $5,000. The work of rebuilding will be started as soon as the loss is adjusted and plans can be completed.

The Kentucky Veneer Works of Louisville recently closed a contract with the James Clark, Jr., Electric Company for several motors aggregating about 200 horse power and will electrify its plant. Four saws operated in the plant will be driven by individual motors.

The amount of building going on in Louisville during the first six months of the year has been increased $239,000 over the corresponding period, according to a recent report of the building inspector. The total for this period was shown to be $2,546,725, with 1,285 permits issued.

A boiler explosion in the sawmill of H. J. Lee at Leestown, Ky., recently resulted fatally to Aaron Lee, a son of the owner, as well as severely injuring two employees. The mill itself was practically destroyed.

Work was started July 9 on a brick warehouse and office being built by the Ruby Lumber Company at Providence, Ky. The new building is to be two stories high and have a frontage of 102 feet by 130 feet in length.

A factory using dogwood in the manufacture of shuttles and other small articles requiring very hardwood was put into operation in Barbourville, Ky., July 15. Farmers throughout southeastern Kentucky are more than supplying the demand made by the factory for this wood, which was formerly cleared out because it was thought to be worthless.

A group of Lexington lumbermen recently filed articles of incorporation and will establish a planing mill and tobacco hogshead factory at Paris, Ky. A permit for the erection of a building has been granted and it is expected the plant will soon be in operation.

The Forman-Earl Company of Lexington will build a twenty-five mile railroad from Ida May to Buffalo, Ky. T. C. Feller has been employed by the company to secure the right of way.

## WISCONSIN

The Schwartz Manufacturing Company of Plymouth, manufacturer of kitchen cabinets and similar goods, has begun work on a large addition to its factory. The new building will be 30 by 80 feet and two stories high.

A recent addition to the woodworking plants of Milwaukee is the newly incorporated Meinecke Manufacturing Company, which has a capital of $75,000. The incorporators are A. K. Meinecke, Max B. Schade and A. A. Mueller.

The Drew Carrier Company of Waterloo has been enjoying such extensive growth that it has been deemed advisable to increase the capital stock from $50,000 to $100,000. An amendment has been filed.

The Plymouth Furniture Company of Plymouth has made an increase in its power plant capacity by the addition of a large, horizontal type boiler of 150 horse power capacity.

The United States Civil Service Commission will hold examinations during the first part of August to fill positions in the forest products laboratory at Madison. On August 3 a chief of the section of derived products will be selected and on August 5 and 6 two vacancies in the position of laboratory helper will be tried for. The duties of the positions are scientific and technical in character, consisting principally of chemistry, physics and mechanical engineering, with especial application to the wood-using industries.

**Dimension Stock** We will supply you with CLEAR CUTTINGS of soft Kentucky Oak or Poplar so that they will COST you considerably LESS THAN the same cuttings if BOUGHT AS LUMBER.

*Make Us Prove It*

GARDNER WOOD COMPANY FLATIRON BLDG. NEW YORK, N. Y.

**WISCONSIN**

**Birch Veneers.** Also Elm, Maple and Basswood

WE MANUFACTURE FINE ROTARY CUT

**STOLLE LUMBER & VENEER CO. Tripoli, Wis.**

LET US QUOTE YOU

**BAND SAWED WISCONSIN HARDWOODS**

**Dry Stock For Prompt Shipment**

| BASSWOOD | | BIRCH | |
|---|---|---|---|
| 20M 4/4 | No. 3 common | 70M 4/4 | No. 1 com. & bet. red |
| 30M 4/4 | No. 2 and 3 common | 100M 4/4 | No. 1 com. & bet. red |
| 15M 5/4 | No. 1 com. and better | 5M 5/4 | 1st and 2nd red |
| 25M 5/4 | No. 1 common | 10M 5/4 | No. 1 common red |
| 10M 5/4 | No. 2 common | 6M 5/4 | No. 1 common plain |
| 20M 5/4 | No. 3 common | 3M 6/4 | 1st and 2nd plain |
| 13M 6/4 | 1st and 2nd | 13M 6/4 | 1st and 2nd red |
| 15M 6/4 | No. 1 common | 1M 8/4 | 1st and 2nd plain |
| 15M 6/4 | No. 2 common | 6M 8/4 | 1st and 2nd red |
| WHITE OAK | | ROCK ELM | |
| 10M 8/4 | No. 1 and No. 2 com. | 50M 8/4 | No. 2 com. and better |

HARD MAPLE

10M 8/4 No. 2 common and better

Our 1911 cut of well assorted HARDWOODS AND HEMLOCK will soon be in shipping condition.

*Send us your inquiries*

**ARPIN HARDWOOD LUMBER COMPANY**

Grand Rapids, Wis. ATLANTA, WIS.

Saw mills and planing mill at Atlanta, Wisconsin.

**STEVEN & JARVIS LUMBER CO.**

**OF EAU CLAIRE, WISCONSIN**

OFFER YOU STANDARD GRADES WELL MANUFACTURED

ASH BASSWOOD BIRCH
ROCK AND SOFT ELM
HARD AND SOFT MAPLE

Stocks cut 4/4, 5/4, 6/4, 8/4, 10/4, 12/4

WRITE US FOR PRICES DELIVERED YOUR STATION

**The Tegge Lumber Co.**

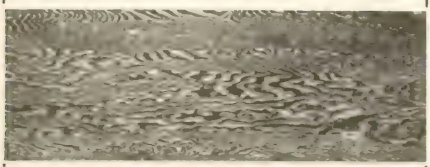
**High Grade Northern and Southern Hardwoods and Mahogany**

**Specialties**

**OAK, MAPLE, CYPRESS, POPLAR**

**Milwaukee, Wisconsin**

THE GLUE THAT IS APPLIED COLD



## In Flush Veneered Doors

The chief consideration is uniformly high-grade glue. Manufacturers of this modern type of door realize that its development has been retarded because the unavoidable lack of uniformity in other types of glue makes it impossible to know how long a door will stay in condition. The

## Use

Of vegetable glue insures **absolute uniformity** because of the very nature of preparing it and because every pound of our raw material is rigidly inspected.

# Vegetable Glue

Is also a rigid and permanent adherent; will not blister in sanding; has no disagreeable odor; will not deteriorate in standing—for a week if necessary; and can be applied cold without any heating application of any kind in the glue room. In addition, the average saving over former glue bills has been twenty per cent where vegetable glue is used.

**A DOOR MAKER SAYS:**

*Perkins Glue Co., McCleary, Wash., [illegible] 12.*
*South Bend, Indiana.*
*Dear Sirs:—[illegible] about a year ago we added a veneer door department to our operations. Deciding on the glue which would give best results, we considered the most important matter in connection with this new department.*
*[illegible] convinced us that your product was the one we wanted in order to turn out the most dependable doors and panels, and it has been gratifying to find that it has given us low cost as well as superior quality.*
*Yours truly,*
*CHEHALIS FIR DOOR CO.,*
*[illegible] By Geo. J. Osmond.*

**Perkins Glue Company**
**Originators and Patentees**
**805 J. M. S. Building, South Bend, Indiana**

THE GLUE THAT RUNS ABSOLUTELY UNIFORM

[illegible] has passed out of existence. On July 1 this year the entire holdings were bought by the former superintendent and manager, C. H. Werden, who will handle the extensive business as the C. H. Werden Lumber Company. The new concern will remodel the old plant or build a new one and manufacture lumber at Mason for many years to come.

The Below Lumber Company, formerly of Marshfield, has opened its new offices in the North Western store building at Stanley where it will conduct a wholesale and jobbing trade. The concern is an outgrowth [illegible]

Lumbermen who are the admirers of Eugene Field, the poet, will be [illegible] of Tomahawk, which will occur October 16. Mr. Foster is prominent [illegible]

D. L. Altman, aged fifty-one years, for years connected with the lumbering industry in Stevens Point, Butternut and other Wisconsin towns, died at his home in the town of Lake, near Butternut, recently.

## The Hardwood Market

### CHICAGO

There is very little to be said regarding the local market except that there has been a healthier indication during the past couple of weeks. Actual sales have not increased so much, but lumbermen as a general thing feel that buyers are expressing themselves more favorably regarding developments in the course of the next month or so. There has been no further falling off in hardwoods or other values, but rather an indication of strengthening which will unquestionably come when the fall reaping takes place.

Business in the city is fairly active, but no one is buying any considerable quantities. In fact those lumbermen who are in position to hold stocks are not showing any desire to make long time sales at present prices, preferring to accept the situation as it is and take their chances on getting orders at advanced values in the future.

Aside from a slightly increased interest in the upper grades of gum, as reported at this time, there is very little change in the relative positions of different woods.

### NEW YORK

[illegible] no change in the [illegible] of the city seems now close at hand. At present all signs point toward a good run of business for fall, and wholesalers generally are of one mind that the next season will see a turn that will bring the total for the year nearly up to what it was last year. This does not mean an average total, for 1913 closed one of the weakest periods in the history of the trade. But indications now are that fall lumber demands will be more nearly up to normal than any recent period. Already some retailers have submitted schedules—for building lumber, of course—and the totals are greater than last year. It follows therefore that hardwoods will be in better demand and hardwood flooring strong. Prices on hardwoods are holding firm with few concessions and generally the tendency is toward higher values. Yards and factories are still carrying less than their usual stocks and the hand to mouth buying is soon going to end. Oak, ash [illegible] time.

### BUFFALO

[illegible]

has been on a little good scale. The quantities ordered at one time are still small and this is likely to be the case for the immediate future. For the latter half of the year, as a whole, dealers are inclined to be optimistic, and their trade will be much larger than during the first six months. At present the furniture factories are not averaging more than half time, while some of them are closed down. The building trade is about as active as a year ago, which helps hardwood trade considerably.

No hardwood has been particularly active lately, although as usual the chief movement has been in plain oak, with maple running second choice at most yards. Low grades have continued to be in relatively good demand and stocks in some lines, as basswood and poplar, have not been large. Much competition has prevailed in the various woods, and prices are at a lower level than some months ago. Yard assortments are quite good.

## PHILADELPHIA

A modified but by no means sterile summer trading is the report obtained from prominent and thoughtful lumbermen. Buying was less restricted during the last fortnight, obviously due to the greatly depleted stock piles and the fact that most of the orders placed call for immediate delivery. Inquiries have been more liberal and it is evident that buyers are getting in line on stock conditions and prices.

As to outlook, there seems to prevail an unshaken confidence that the fall will see a healthy and positive advance in trading. Building work has shown considerable improvement of late, and although the many permits applied for may not materialize for several months, there is considerable work ready for immediate construction, which will mean the consumption of a large volume of building lumber. It is noticeable that more hardwood is employed this season in flooring and trim work in consequence of which values in this wood have held firm. Oak and ash hold steady; poplar and chestnut keep old position, with low grades fairly active. Gum is in a class by itself and becoming more popular every day. There is no weakening in beech, birch or maple.

## PITTSBURGH

The hardwood situation here is anything but satisfactory. Prices are low, demand is light and stocks at the mills are fairly heavy; shipments are slow and irregular and buying is in mixed carload lots mostly. There is no immediate prospect of prices being better before fall. Wholesalers and millmen are considerably encouraged over the outlook. It is certain that there will be little, if any, chance to push up prices unless there is a stiff resumption of sawing in the fall. Oak is a little exception to the general rule, but it is hard to get satisfactory prices even for this stock

## BOSTON

Conditions in this market are similar to recent advices. The commonplace summer dullness does not seem to be greatly intensified by the general low tone of business prevailing this year. All local enterprises (except those closed by labor troubles) are running on full time, a few furniture factories only reported as curtailing a day or two each week. The financial situation in New England is made more difficult by the extreme uncertainty of the future of the two great railroads, the New York, New Haven & Hartford and the Boston & Maine Railroad, since the announcement of the ruling by the Interstate Commerce Commission of the enormous deflection of their capital by the directors and others, resulting in the securities of the two roads becoming nearly an eighty per cent loss to the holders.

The large proportion of quoting of fair to high market prices by mills is still a noticeable and encouraging feature. It has been observed that in a good many cases buyers benefiting by some of the bargain trades reported are still in the market and apparently ready to consider reasonable prices. The demand for quartered and plain oak is very well maintained and the prices show no general changes. Beech, birch and maple are in good inquiry with quotations ranging from fair to strong. Poplar continues in its rather weak situation, and there does not seem to be any basis for noting any marked changes in the other woods of the hardwood list.

## BALTIMORE

No decided improvement is to be recorded in the hardwood trade here. Stocks are moving in moderate volume and there are occasional spurts when the dealers almost feel warranted in the belief that business is on the eve of a revival; but such expectations are soon dissipated. Some hardwood firms manage to dispose of a volume of lumber that compares favorably with the showing for other periods, but there is never much ahead in the way of orders. Stocks are called for when needed, and few buyers show a disposition to provide for future requirements. It is this lack of confidence in the future, more than actual shrinkage in transactions, that shows weakness in the trade and makes many hesitate.

The mills are being operated full time, as a rule, and stocks have been accumulating. Here and there the producers appear to be under a degree of pressure, but it is realized that with normal conditions once


# VENEER

**We will make attractive sales on the following if we hear from you Immediately:**

1 car 3/8 FAS Quartered White Oak

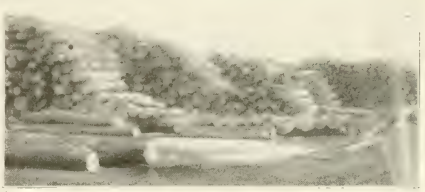
2 cars 3/8 FAS Plain Red Oak

2 cars 1/2" FAS Quartered White Oak

1 car 1/2" No. 1 Common Quartered White Oak

3 cars 1/2" FAS Plain Red Oak Rotary Veneers—our own manufacture

**Stimson Veneer & Lumber Co.**
**Memphis Tennessee**



THESE fine logs waiting to be cut for you. Send us your specifications — our price no higher, while our quality is better than most cutters'.

ADDRESS INQUIRIES TO

**Merrill Veneer Company**
**Merrill, Wisconsin**

# Tennessee Valley Hardwoods

## *THE VERY BEST*

**Hardwood Lumber** **Hardwood Flooring**

*Prompt* HITT QUALITY THE HHH BRAND HARDWOODS *Shippers*

OUR Four Band Mills have a capacity of 150,000 feet per day. Our lumber is all well manufactured and we ***Guarantee*** to give a STRAIGHT NATIONAL GRADE.

We have at present a well assorted stock of

**15,000,000 Feet of Fine Quartered White Oak, Plain White and Red Oak, Poplar, Ash, Tupelo and Sap Gum**

*Send Us Your Inquiries*

**H. H. HITT LUMBER COMPANY**

**DECATUR, ALABAMA**

more restored, the hardwood holdings would not be excessive. There is not the slightest reason for apprehension that sellers will be unable to supply wants without delay. This feeling of assurance about delivery naturally encourages a waiting policy and makes buyers feel indifferent about the offerings of the sellers.

The trade has waited for the decision in the rate case. The railroads have been holding down on their calls for stocks until this question is disposed of. The furniture factories are buying in limited quantities only, trade with them having been very quiet. In some other directions the wants are fair and there is little to complain of. It is the absence from the market of various large consumers that gives rise to an aspect of uneventfulness, and this state of affairs will not undergo a real change until the rate problem has been settled.

Gum and basswood are among the woods in fairly good request, the former especially receiving a degree of attention that is out of the ordinary, both in the domestic market and abroad. As for oak, chestnut and some of the other woods, the feeling of uncertainty tends to unsettle prices. Sellers, to a very considerable extent, do not insist strongly upon fixed price lists, permitting themselves to be governed by conditions in individual cases. The foreign demand for oak and other woods shows little improvement. If the distribution still falls below that for the corresponding period of last year it is also to be said that the inquiry has shown indications of expansion. The lowest point in the trade barometer apparently has been touched, and business is on the upward trend. No one expects a boom, but a gradual expansion is looked for, and with it will come a stiffening in the quotations and an abatement in the exactions of the foreign buyers.

## COLUMBUS

Some improvement in the hardwood trade in Columbus and central Ohio has been reported since the completion of the mid-summer inventories on the part of retailers. These inventories disclosed the fact that retailers' stocks are rather light. As a result better buying was started by dealers in order to get their depleted stocks in shape for the demand that is sure to come from building projects.

On the whole the hardwood trade is in good condition when the business depression is taken into consideration. Demand for building is good not only in Columbus but in the smaller cities and towns in the central part of the Buckeye state. This is the salvation of the hardwood trade, as factory demand is slow. Some factories, such as implement and vehicle concerns, are buying some. It is expected there will be some demand from furniture factories when the shows are over.

Prices are generally well maintained at the levels which have prevailed for some time. Some shading is reported in certain items in order to force trade. On the whole prices are steadier than they were a fortnight ago. Dry stocks are not very plentiful either in the hands of dealers or in mill owners' hands. Collections are improving with the financial situation. Shipments are coming out promptly.

Quartered oak is firm and in fair demand. Stocks are not large. There is a fair demand for poplar and prices are well maintained. Chestnut is one of the strong points of the market. Sound wormy is especially strong. Ash is in good demand and the same is true of basswood. Other hardwoods are unchanged.

## CINCINNATI

The hardwood situation continues to show improvement, although it is very slight. As much small order buying was probably done so far this month as during same month last year and with business increasing ever so lightly, August should figure up well in the aggregate. There are occasional reports of price cutting, but fortunately they are few and probably from the weaker operators who find it necessary to turn some stock into cash. The general price list is well maintained as the average lumberman who can hold his stock knows price cutting does not stimulate business. Furniture factories in this section are figuring to increase their running time about September 1 and are steady buyers of hardwoods in small quantities. Very few large or small lumber consuming plants have any stock on hand, preferring to buy as needed so long as prompt shipments are possible.

Oak is the leader in demand, plain moving fastest but quartered gaining satisfactorily. The better grades of red and sap gum are in better request than for many weeks and dealers think there will be a good demand for this class of stock in the early fall. The low grades of gum are moving well, as is also true of the same stock in poplar, cottonwood, basswood, and other lumber suitable for the box makers. Chestnut is rather slow in movement; this applies to all grades. Maple is moving fairly well; the furniture trade is expected to take up large quantities of this stock. There seems to be a better demand for the common and better grades of poplar. Dealers feel that this wood is soon to come back in favor and are much encouraged over the prospects during the light demand of the last several months. Prices on poplar have been well maintained.

## TOLEDO

It is expected that within a few weeks business will pick up; in fact, there is already some stimulation noticed from the building trades. Hundreds of new homes have been constructed this year and the same thing was true last year in the west end, where matters are stimulated owing

LATEST IMPROVED DRY KILNS AND MACHINERY

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Monogram Brand **White Oak Flooring**

**Perfectly dried and worked.** Made from our own timber from one boundary, insuring uniform color and texture; manufactured at our new hardwood flooring plant.

Our Specialty:
Quarter-sawed White Oak Flooring

Thicknesses: 3/8" and 13/16" Standard Widths

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**YELLOW POPLAR LUMBER CO., Coal Grove, Ohio**

**Kentucky Lumber Company**

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POPLAR, PLAIN AND QUARTERED OAK, RED AND SAP GUM, CHESTNUT, HEMLOCK

ROUGH AND DRESSED

MILLS AT
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**Saline River Hardwood Co.**

Main Sales Office
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Manufacturers of
**Genuine Forked-Leaf White Oak**

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**Red Oak and Ash**

¶ We offer to the trade a remarkably SUPERIOR lumber product.

¶ Our TIMBER is virgin forest growth of the highest type.

¶ Our MILLS are new and produce accurately manufactured stock.

¶ Our LUMBER is all KRAETZER-CURED—treated with steam under pressure directly from the saw—insuring quick drying to light weight, freedom from seasoning defects and stick-marking, splits and stain.

¶ Kraetzer-cured lumber will "stay where you put it."

¶ Dry kiln and oak flooring plant in connection.

¶ We solicit the inquiries and orders of critical and discriminating buyers.

¶ For straight cars of Yellow Pine, or mixed cars with Oak Flooring, write LONG-BELL LUMBER COMPANY, Kansas City, Mo.

GENERAL VIEW OF MAIN SAWMILL PLANT.

Equipped two bands and four resaws. Daily log hour capacity 150,000 feet.

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## Band Mill and General Offices: Charleston, Miss., U. S. A.

### THE LARGEST HARDWOOD MILL IN THE WORLD. ANNUAL CAPACITY, 40,000,000

CABLE ADDRESS—"LAMB." Codes Used—Universal, Hardwood, Western Union, A. B. C. 5th Edition, Okay

## STOCK LIST—Dry Lumber on Hand July 1st, 1914

| | 4/8" | 1/2" | 5/8" | 3/4" | 4/4" | 5/4" | 6/4" | 8/4" | 10/4" | 12/4" | 16/4 |
|---|---|---|---|---|---|---|---|---|---|---|---|
| 1st & 2nd Qtd. Wh. Oak, 6" & up | 90,000 | 15,000 | | 50,000 | 90,000 | 24,000 | | | | | |
| 1st & 2nd Qtd. Wh. Oak, 10 & 12 | | | | | | 12,000 | | | | | |
| 1st & 2nd Qtd. Wh. Oak, 12" & up | | | | | | 6,000 | | | | | |
| No. 1 Com. Qtd. Wh. Oak, 4" & up | 50,000 | | 68,000 | 21,000 | 60,000 | 19,000 | | | | | |
| No. 1 Com. Qtd. Wh. Oak, 6" & up | | | | | 35,000 | | | | | | |
| No. 2 Com. Qtd. Wh. Oak, 6" & up | 7,000 | 2,000 | 13,000 | | | 1,000 | | | | | |
| Clr. Strips, sap no defect, 2½-5½" | | | | | 30,000 | | | | | | |
| No. 1 Com. Strips | | | | | 30,000 | | | | | | |
| 1st & 2nd Pl. Wh. Oak, 6" & up | 60,000 | 50,000 | 10,000 | 50,000 | | | | | | | |
| No. 1 Com. Wh. Oak, 4" & up | 60,000 | 25,000 | 10,000 | 25,000 | 175,000 | | | 25,000 | | | |
| No. 2 Com. Wh. Oak, 4" & up | 90,000 | 18,000 | 25,000 | 20,000 | 30,000 | | 1,000 | | | | |
| 1st & 2nd Pl. Red Oak, 6" & up | 30,000 | 26,000 | 10,000 | 15,000 | | 45,000 | 25,000 | 25,000 | | | 500 |
| No. 1 Com. Red Oak, 4" & up | 30,000 | 22,000 | 24,000 | 25,000 | 242,000 | 78,000 | 15,000 | 15,000 | | | |
| No. 2 Com. Red Oak, 4" & up | | | | | 200,000 | 9,000 | 2,000 | | | | |
| No. 3 Com. Red Oak, 4" & up | | | | | 50,000 | | | | | | |
| Oak Core Stock, 4" & up | | | | | 100,000 | | | | | | |
| 1st & 2nd Red Gum, 6" & up | 92,000 | 254,000 | 119,000 | 375,000 | 15,000 | 65,000 | 115,000 | | 12,000 | 4,000 | |
| No. 1 Com. Red Gum, 4" & up | 125,000 | 152,000 | 180,000 | 415,000 | 150,000 | 185,000 | 52,000 | 38,000 | | 6,000 | |
| 1st & 2nd Fig. Red Gum, 6" & up | | | | | 13,000 | 4,000 | 5,000 | | | | |
| No. 1 Com. Fig. Red Gum, 4" up | | | | | 8,000 | | | | | | |
| 1st & 2nd Qtd. Red Gum, 5" & up | | | | | 10,000 | 5,000 | 11,000 | 30,000 | | | |
| No. 1 Com. Qtd. Red Gum, 4" & up | | | | | 15,000 | 2,000 | 8,000 | 9,000 | | | |
| Sap Gum Box Boards, 4-15 | | | | | 15,000 | | | | | | |
| Sap Gum Box Boards, 9-15 | | | | | 22,000 | | | | | | |
| 1st & 2nd Sap Gum, 12-15 | | | | | 10,000 | | | | | | |
| 1st & 2nd Sap Gum, 15-18" | | | | | 35,000 | | | | | | |
| 1st & 2nd Sap Gum, 18" & up | | | | | 30,000 | | | | | | |
| 1st & 2nd Sap Gum, 6" & up | 50,000 | 27,000 | 32,000 | 55,000 | 55,000 | 60,000 | 15,000 | 7,000 | 12,000 | 6,000 | |
| Clr. Sap Gum Strips, 2½-5½" | | | | | 15,000 | | | | | | |
| No. 1 Com. Sap Gum, 4" & up | 15,000 | 21,000 | 30,000 | 50,000 | 250,000 | 60,000 | 15,000 | 2,000 | 2,000 | | |
| No. 2 Com. Sap Gum, 4" & up | 200,000 | | 55,000 | | 21,000 | | 85,000 | 15,000 | | | |
| No. 3 Com. Sap Gum, 4" & up | | | | | 300,000 | 95,000 | 23,000 | | | | |
| No. 1 & No. 2 Com. Cypress | | | | 175,000 | 50,000 | | 55,000 | 55,000 | | | |
| Log Run Cypress | | | | | 38,000 | | | | | | |
| No. 1 Com. Tupelo | | | | | 21,000 | | | | | | |
| Log Run Cottonwood | | | | | 17,000 | | | | | | |
| Log Run Elm | | | | | 80,000 | | | | | | |
| Log Run Ash | | | | | 10,000 | | | | | | |

VIEW OF MILL SKIDWAY WITH PART OF LOGS STORED IN BACKGROUND—WE HAVE 6,000,000 FEET OF SELECTED HARDWOOD LOGS STORED ON OUR MILL YARD.

to the rapidly growing Willys-Overland automobile concern. This plant is now putting up factory additions which will cost more than a million dollars and will make places for more than a thousand extra men. These men are skilled laborers and are building and buying small homes which are furnished modern and finished in hardwood. The same thing has been true in motion picture towns in Los Angeles where the Ince Film Producing Company, employing several thousand men and occupying eighty acres of ground, is located. This rail-carload demand from that section also stimulated home building in that section of the city and new homes have been springing up like mushrooms. Factories are running light, however, and the demand not suggesting from these sources is light and the railroads are ordering nothing. Stocks are so low and in plentiful quantities and qualities, the difficulty to secure cars being what was so big an item a year ago having wholly disappeared. Local stocks are rather light, especially in rough lumber, but there is still no disposition on the part of dealers to buy for investment purposes. Plain oak is the leader in demand as usual. Ash is in fair demand. Hard wood men generally predict a good business a little later in the season and there is no disposition on the part of anyone to take a pessimistic view of the situation.

## INDIANAPOLIS

A few inquiries are being received and some sales are being made, but the hardwood trade in this vicinity is still quiet. No large amount of business seems to be expected until late fall.

The outlook for the near future is exceptionally bright, but buyers are pursuing a cautious course. While conditions generally are much better in the country districts, there is yet no great improvement industrially in the larger communities. Buyers seem to be waiting for the prosperity in the rural districts to reflect in the cities.

It is believed that the July, 1914, business is not so good as that of July, 1913. Prices also are below those of a year ago, and are showing a slightly up-road tendency. Automobile factories report a fair outlook for the new season and furniture manufacturers are expecting a good but not unusual volume of business this fall because of the larger grain crops throughout the state.

## MEMPHIS

Although there is no very large hardwood buying activity noted at the moment, the outlook is considered perceptibly better than during the latter half of June. There has been a decided increase in the number of inquiries and these have, in not a few instances, developed into actual orders calling for immediate shipment. The improvement began with the first of July and has gained somewhat in momentum. Some manufacturers and wholesalers say that they have not experienced any decided gain but the majority are of the opinion that the situation presents rather encouraging prospects. They point out that there is bound to be an increased business not only because of the improving tendency of the general industrial and financial situation but because of the run down condition of stocks in the hands of both consuming and distributing interests. This latter phase is emphasized by practically all members of the trade and because of this fact there is a distinct disposition here to anticipate rather decided activity as soon as these interests re-enter the market after a rather prolonged absence therefrom.

One of the more encouraging features recently has been the increased activity of the railroads which are showing a distinct disposition to abandon their retrenchment policy. This is particularly true of the lines operated in the central states as well as over the greater part of the South. The Illinois Central has placed orders for the repair or rebuilding of some 30,000 cars and another of the big railway systems has done likewise. The railroads at Memphis are doing an enormous volume of work, including the building of increased terminal facilities and the establishment of car repair and car building plants. They are also undertaking improvements and extensions on a larger scale than for a long while, showing that they anticipate increased business and that they are making preparations to do it. Increased activity is also anticipated from the furniture manufacturers as soon as they have finished with their exhibits. Manufacturers of high-class furniture have been doing comparatively little for a long while and they are expected to buy with considerable freedom as soon as they get their bearing a little further. The automobile industry is in excellent condition and there are signs of a revival of business in some other lines, with the result that hardwood interests are feeling rather more comfortable and optimistic than for some time.

In the meanwhile manufacturing operations are being carried on almost without interruption. There are some mills which are closed down for repairs and improvements but the majority of those at Memphis and throughout the Memphis hardwood territory are operating on nearly full time. They have accumulated some surplus stock during the past few weeks of comparatively large output and only moderate shipments but they have done this intentionally. They believe, as already suggested, that business is going to be much better and they are determined that, when the revival does come, they will have the necessary lumber to benefit thereby to the fullest possible extent. With what accumulation has occurred there has been a striking absence of weakening on the part of


# Mahogany and Circassian Lumber & Veneers

¶ The largest assortment of finest figured Mahogany Logs, Lumber and Veneers in the country can be found at the Chicago plant of C. L. Willey.

¶ We are just in receipt of fifteen cars of remarkably superior Circassian Walnut Logs, large size, well-figured and of good color, which are now being cut into Veneers.

¶ A visit or correspondence from discriminating buyers of all varieties of fine Imported and Domestic Cabinet Woods in Lumber and Veneer is solicited.

¶ You will not only find the Willey warehouses well stocked with a superb collection of Circassian, Mahogany, Vermilion, Black Walnut and other fancy foreign and domestic lumber and veneers, but buyers are assured of prompt and painstaking service, and a quality of product not usually obtainable.

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in savings has been returned its members by the

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The membership, which is constantly increasing, is now composed of over four hundred of the best saw mill plants in the country. Insurance in force exceeds thirty-one million and nearly three million dollars has been paid in losses. If you have a first-class plant adequately protected and are interested in low cost fire insurance, correct policy forms, an inspection service which may save you from a disastrous fire, with the certainty of a prompt and equitable adjustment in case loss does occur, and wish a list of members and annual statement we will be glad to hear from you.

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All Kinds of High-Grade

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Representing
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6,000 16/4 Nos. 1 & 2 Red Birch
15,000 4/4 Nos. 1 & 2 White Ash
74,000 4/4 No. 1 Common White Ash
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115,000 4/4 No. 1 Common Plain Red Oak
12,000 6/4 No. 1 Common Plain Red Oak
56,000 4/4 No. 1 Common Plain White Oak

**The Atlantic Lumber Co.**

70 Kilby Street, Boston, Mass.

## BRISTOL

## LOUISVILLE

Little change has been noticed in the price of hardwoods in the past few weeks. The demand continues light and prices have practically reached a minimum. Hardwood stocks are in the only satisfied shape that has been in months, the demand for the wood being very good in all grades. Quartered oak is moving fairly well at the usual prices and the rate of consumption is showing a slight increase but with little or no change in prices.

There is some activity in lumber, a fair demand coming from the wagon and farm machinery trade. Prices remain low, however, and no exceptionally large sales have been recorded. Chestnut is receiving little or no call with the possible exception of the sound wormy. Very little poplar is being marketed. Lumbermen do not seem to be worried over the lack of business at present, realizing that the holidays, when the factories will start running full time, will create a demand that will be hard to supply.

## MILWAUKEE

While the building trade in the city has progressed quite rapidly, lumbermen are optimistic and believe that there is a good business ahead, owing to the good outlook found in the fall crop outlook. Building operations and general business conditions are usually in a satisfactory shape when the crops are good in that section of the Northwest. The third Wisconsin crop report of the present season, recently issued, is considerably improved over the one and gives promise of a harvest as good as the record crop of 1909. Reports of the yield per acre of oats, barley and potatoes are very good. Buckwheat is also reported well, while the corn crop is in a very satisfactory state.

Building operations in Milwaukee fell off somewhat during the first six months, but the second half of the year started out auspiciously when it piled up a $100,000 gain in building investment during the first week of July. There was a falling off during the second week, but there are so many large building projects under way that Building Inspector W. D. Harper is confident that the total building investment for the year will exceed that of a year ago, when a new high record was established.

While more new northern hardwood stocks are arriving in the Milwaukee harbor, the supply of the desired is small and this is proving to be a strong factor in keeping up prices. Buyers seem to have grown tired of looking for weak places in the market and have become resigned to the fact that lower prices cannot be expected, in view of the better business expected from now on. Birch, maple and basswood are still the leaders among the northern woods, while plain red oak and quarter-sawed white oak are the best sellers among the southern lines. Low grade hardwood is moving well.

The demand from the general factory trade is showing considerable improvement. Local millworking concerns are placing fairly good orders, as stocks at most of these plants have been unusually low, due to the conservative buying which has been followed for several months. The furniture factories are not buying quite as freely as they might, but a better trade from this source is expected later. Farm implement concerns are also the only ones showing well on these concerns are looking for a fair business and are preparing for a busy fall season. In view of the excellent crop reports

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WANTED—BLACK WALNUT LOGS

200 cars good black walnut logs, 10" and up in diameter, 6 ft. and up long. Will inspect at shipping point and pay cash.

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11,000 ACRES VIRGIN HARDWOOD

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RED AND WHITE OAK FOR SALE

QUARTERED WHITE OAK FOR SALE

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Do you want to get in touch with the best buyers of hardwood lumber? We have a list showing the annual requirements in lumber dimension stock and veneers and panels of consumers of those materials throughout the United States and Canada. The service is free to advertisers in the RECORD. It will interest you. Write us for further information about our "Selling Lumber by Mail System."

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DIMENSION OAK

Plain and Quartered

Various sizes for chair and table factories.

Send to us for specifications and prices.

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FOR SALE

150,000 acres fine hardwood timberlands in

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WANTED VENEER MACHINERY

## MACHINERY FOR SALE

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it will pay you to find out about the Hardwood Record's

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One man, who uses the service gives it credit for earning annually $10,000 for him.
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It will prove a revelation to you.

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537 So. Dearborn St.,
CHICAGO

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**Riveted Handle**

*The best of selected lumber used exclusively*

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**The Peter Gerlach Co., Cleveland, O.**

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All Twice a Month

ASK US ABOUT IT

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This three-throw tally ticket cover is made from aluminum, and accommodates four tally tickets—4¼x8¼ inches in size.

Folds compactly to less than one-fourth inch in thickness and fits side or inside coat pocket.

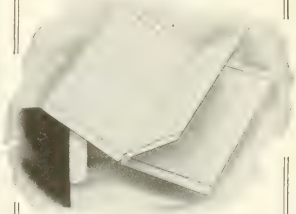
Gives large area of four tickets for complicated tallies, or straight grade can be made on one page.

Accommodates any form of tally ticket desired.

Special, patented, triplicate tally tickets supplied, printed on waterproof paper with carbon backs. Tallies made on these tickets are unalterable. Their use enables the inspector to retain triplicate, and forward original and duplicate. Duplicate designed to be attached to invoice.

These tally books are perfection for durability, convenience, accuracy, and for systematizing the inspection and measurement of lumber.

Patent applied for on covers. Copyrighted, 1910. Triplicate Tally Tickets patented.



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|---|---|
| Aluminum Tally Covers, each | $ 1.00 |
| Aluminum Tally Covers, per dozen | 10.00 |
| Patented triplicate Tally Tickets (stock form) per 1,000 | 10.00 |
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Specimen forms of Tally Tickets mailed on application. Covers sold on approval to responsible concerns.

Manufactured by

**Hardwood Record**
537 S. Dearborn St., CHICAGO

# Sale of Michigan Hardwood Timber Lands

## Comprising Probably the Finest Hard Maple and Gray Elm Timber Now Standing

THE lands in Michigan belonging to the late David Ward, not disposed of by the Trustees during the existence of the trust created by the residuary devise of his will, have been ordered by Decree of the Circuit Court for the County of Bay, In Chancery, in a suit for the partition thereof therein pending, to be sold by a Circuit Court Commissioner in and for the County of Bay, Michigan, at public auction to the highest bidder, at the front door of the Court House in Bay City, Michigan, on the fourth day of August, A. D. 1914, at 10:00 o'clock A. M.

Some 7,000 acres and upwards of the timbered lands included in said sale are splendidly timbered with a fine quality of hard maple and gray elm, with a sprinkling of other varieties of timber. These lands were personally selected by the late David Ward upwards of a quarter of a century ago, and were especially selected for the excellent quality of the timber thereon, at a time when opportunity was available to select hardwood of these varieties as good as the very best that originally stood in Michigan, and they are practically the last offering of hard maple and gray elm timber lands selected under such conditions.

All of these lands are very accessible to the Detroit & Charlevoix division of the Michigan Central Railroad, while part of them are also accessible to the Grand Rapids & Indiana Railroad, the Manistee & Northeastern Railroad and the East Jordan & Southern Railroad.

Aside from the timbered lands, some 25,000 acres of denuded lands, and lands the timber on which has been heretofore sold and conveyed, will be offered at this sale, and also the saw mill plant, buildings and appurtenances, at Deward, Crawford County, Michigan, built and operated by the Trustees under the Will of David Ward, and likewise certain parcels of land and town lots, dock properties, boomage and riparian rights at or near East Jordan, Charlevoix County, Alba, Antrim County, Manistee, Manistee County, or Bay City, Bay County, Michigan.

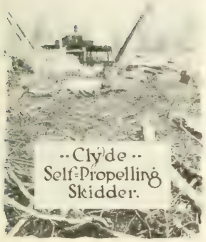
All of the lands will be offered in parcels as fixed by the Decree of the Court, the same ranging in size from 320 acres and upwards for the timbered lands and 80 acres and upwards for the cut over lands, and lands the timber on which has been sold and conveyed.

For further particulars write Hurdis M. Ready, Circuit Court Commissioner, Bay City, Michigan, or Chamberlain, May, Denby & Webster, 1406-10 Dime Savings Bank Building, Detroit, Michigan.

# The Clyde System in Logging

aims to cut out as much dead time (time used in moving and getting ready to work) as possible and have the machines put in practically the full day skidding & loading logs

We will gladly show you how it works out



## CLYDE IRON WORKS

Manufacturers of Machines for EVERY Logging Operation

CLYDE DULUTH, U. S. A. CLYDE

*"Great Port of the Northwest"*

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**IF YOU WANT** THE BEST SYSTEM OF ACCURATELY TALLYING AND RECORDING LUMBER SHIPMENTS OR RECEIPTS

YOU WILL BE INTERESTED IN

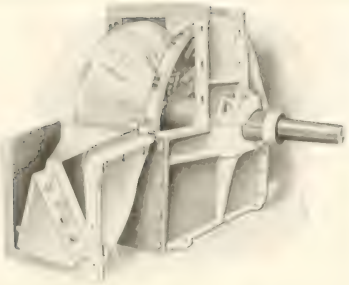
# The Gibson Tally Book

This system of tallying lumber is employed by more than two thousand lumber producers, jobbers and wholesale consumers, and is available for tallying lumber, logs, flooring, dimension stock and all other commodities.

Makes three **original** tallies without the use of loose carbon sheets.

New Catalogue showing twenty-six various forms of tickets sent free on request.

***Tally Book Dept., Hardwood Record, Chicago***



## PROFIT FROM WASTE

THE DIAMOND DOUBLE ANVIL HOG IS SPECIALLY ADAPTED FOR HARDWOOD MILLS

Let Us Send You Bulletin R

**DIAMOND IRON WORKS**
MINNEAPOLIS MINNESOTA

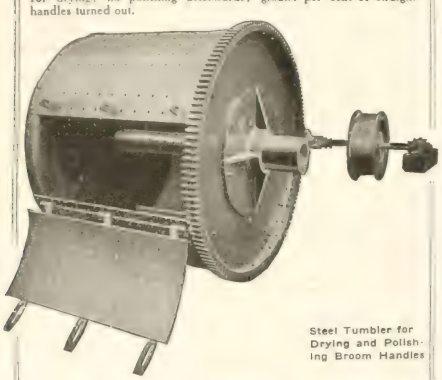
## LIDGERWOOD

LOGS AT MILL AT LOWEST COST

## SKIDDERS

## Broom Handle Machinery

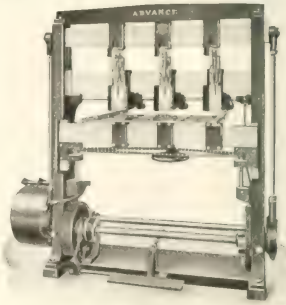
Let us tell you about our **STEEL TUMBLERS FOR DRYING AND POLISHING BROOM HANDLES.** This system is rapidly supplanting all others. More economical; less time required for drying, no polishing afterwards; greater per cent of straight handles turned out.



Steel Tumbler for Drying and Polishing Broom Handles

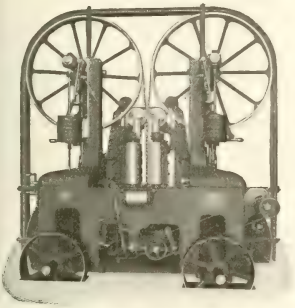
**CADILLAC MACHINE COMPANY**
Complete Line of Broom Handle Machinery
**CADILLAC, MICH.**

## Wire Stitching Machinery




FOR
Crates, Veneer and Resawed Lumber Boxes, Also Wire and Metal Bound Boxes,
FRUIT PACKAGES, BASKETS, FIBER SHIPPING CASES, PAPER BOXES AND SPECIAL PURPOSES
ASK FOR CATALOGUE
Manufactured by
**SARANAC MACHINE COMPANY**
BENTON HARBOR. MICH., U. S. A.

# PERFECTION



Heavy 54-Inch Twin Band Resaw

*a Specialty—Not a Side Line*

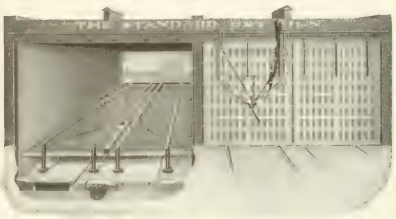
BAND RESAWS

**Wm. B. Mershon & Co.**

SAGINAW MICH.

# *Absolute Control*

of the drying elements—heat, humidity and circulation of air. It's this *absolute control* that has made The Standard Moist Air Kiln so completely successful in drying *all varieties* of HARDWOODS, without exception.



# ELEPHANT RUBBER BELTING

AIR DRILL AND AIR TOOL

## HOSE

STEAM
WATER
SUCTION

EXTRA QUALITY

Recommended for hard service and guaranteed to do the work

SELLING AGENTS

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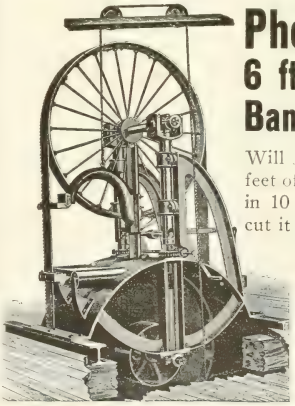
ALBANY MILL SUPPLY CO., ALBANY, GA.

**THE MECHANICAL RUBBER COMPANY**

(Chicago Rubber Works)

**307 W. Randolph Street, CHICAGO**

ESTABLISHED 1882



# Phoenix 6 ft. Pony Band Mill

Will cut 30,000 feet of 1" lumber in 10 hours and cut it good.

Nearly 200 of these mills sawing wood in the U. S. A.

PRETTY GOOD RECOMMENDATION, ISN'T IT?

**MODERATE PRICE**

**PHOENIX MFG. CO.**

EAU CLAIRE WISCONSIN

# VENEERS AND PANELS


## Ahnapee Veneer & Seating Co.

HOME OFFICE, FACTORY AND VENEER MILL, ALGOMA, WIS.
VENEER AND SAWMILL, BIRCHWOOD, WIS.

We manufacture at our Birchwood plant single ply veneers of all native northern woods and deliver stock that is in shape to glue.

From our Algoma factory, where we have specialized for twenty years, we produce panels of all sizes, flat or bent to shape, in all woods, notably in Mahogany and Quarter-Sawed Oak.

We make no two-ply stock, and do not employ sliced cut quartered oak. Our quartered oak panels are all from sawed veneer.

Every pound of glue we use is guaranteed hide stock. We do not use retainers. Our gluing forms are put under powerful screws and left until the glue has thoroughly set.

If you seek a guaranteed product that is the best, based on results accomplished by most painstaking attention and study of every detail, combined with the use of the best stock and an up-to-date equipment, our product will appeal to you.

If you are a "price buyer" we probably cannot interest you.

## Custom Mill Work, Storage, Inspection

ON

Foreign Fancy Woods, Mahogany, Cedar, Circassian

We receive the logs, store or warehouse them, manufacture them into lumber, cut or saw veneers, pile and store the product, and ship via any railroad. Also furnish inspection returns on logs or lumber. Can furnish accommodations and economies which it is impossible to secure elsewhere. We always have on our yards parcels of plain and figured African, Mexican and Cuban Mahogany, Circassian Walnut and Cedar logs, placed here for sale by direct foreign shippers, from which advantageous purchases can be made.

Astoria Veneer Mills & Dock Co. Long Island City, New York

## B. C. JARRELL & CO.

MANUFACTURERS OF

**High Grade, Rotary-Cut Gum**

**VENEERS**

**Cut right; dried right; prices right**

HUMBOLDT, - TENNESSEE

## HB OAK VENEERS HB

in

Sliced and Sawed Quartered and Plain White and Red Oak

*Walnut Cherry Ash Maple*

Also Band Sawn Lumber in These Woods

Hoffman Brothers Company

FORT WAYNE, IND.

Established 1867 Incorporated 1904

## For Veneer and Panel Manufacturers

**Your Consumers' Lists Cost You BIG MONEY**

We can save it all and relieve you of all the detail and effort necessary to tabulate consumers' wants. **Our Card Index System of those wants,** just out, is the result of systematic effort. It is endorsed by your competitor.

***Can You Afford to Give Him that Advantage?***

HARDWOOD RECORD CHICAGO

# WISCONSIN

WHERE THE FINEST NORTHERN HARDWOODS GROW

## Rotary Cut Veneer
and
## Built-up (3 & 5 Ply) Panels

MADE from the best Wisconsin

**Birch** **Basswood**
**Gray Elm** **Red Oak**

*Also Mahogany Panels of every grade*

This is the stock that satisfies the manufacturer of furniture, interior finish and doors because it is cut under right conditions, perfectly seasoned and carefully handled all the way from stump to car.

***A trial order will convince you***

**The Underwood Veneer Company**
**Thomas Street** **Wausau, Wisconsin**

## BIRCH

4-4 and thicker, No. 1 Common and Better also 4-4-5 and 6-4 Red Birch

We have on hand a complete stock of winter sawn Red, Plain and Unselected Birch, Basswood, Soft and Rock Elm and Hardwood Lath.

LET US QUOTE YOU PRICES

**Rice Lake Lumber Co., Rice Lake, Wis.**

## Both Ends and the Middle

HARDWOOD RECORD reaches most everybody who produces markets and consumes Hardwoods.

**Nothing But Hardwoods**

## Roddis Lumber & Veneer Co.
Marshfield, Wis.

VENEERED PANELS
DESK TOPS TABLE TOPS
FLUSH VENEERED DOORS
WAINSCOTING BENT WORK

SAW MILLS AT PARK FALLS, WIS

## TOMAHAWK VENEER & BOX CO.

Manufacturers of Draw Bottoms in Birch and Basswood, Pin Boxes, Back Panels, also Headings and American Cheese Boxes our Specialties

TOMAHAWK WISCONSIN

*You can't afford to be without* **The *Gibson Tally Book***

*when it costs but a dollar, if you want the most convenient and accurate system for tallying lumber.*

***Hardwood Record* :: :: :: *Chicago***

Our New Mill in Phillips, Wis.

**ARE YOU IN THE MARKET FOR THE BEST**

## Wisconsin Hardwoods?

**Send for Price List "H. R." Today**

These Items Are in Excellent Shipping Condition

500,000' 4/4 No. 2 Common and Better Unselected Birch.
300,000' 4/4 No. 1 Common and Better Unselected Basswood.
250,000' 4/4 No. 2 Common Basswood, Rough.
100,000' 4/4 No. 3 Common Basswood, Rough.
300,000' 6/4 No. 2 Common and Better Soft Elm.
100,000' 6/4 No. 3 Common Soft Elm.
500,000' 4/4 No. 2 Common and Better Hard Maple.
1 Car 8/4 No. 2 Common and Better Basswood.
1 Car 5/4 Nos. 1, 2, and 3 Basswood.
2 Cars 4/4 No. 3 Common Ash.
5 Cars 6/4 Soft Elm Scoots.
2 Cars 6/4 Birch Scoots.
1 Car 1 4x11" and Wider 1st and 2nd Basswood.

**KNEELAND-McLURG LUMBER COMPANY**
Manufacturers of Hardwoods
**Phillips,** **Wisconsin**

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FAMOUS FOR HARD MAPLE AND GREY ELM

# "Ideal" Steel Burnished Rock Maple Flooring

is the flooring that is manufactured expressly to supply the demand for the best. It is made by modern machinery from carefully-selected stock and every precaution is taken throughout our entire system to make it fulfill in every particular its name—"IDEAL."

ROUGH OR FINISHED LUMBER—ALL KINDS

*Send Us Your Inquiries*

**I. Stephenson Co., Trustees - WELLS, MICHIGAN**

## "Chief Brand"
## Maple and Beech Flooring

in ¾, ⅞ and 13-16 and 1 1-16 inch Maple in all standard widths and grades, will commend itself to you and your trade on its merits alone

WRITE US, WE CAN INTEREST YOU

**Kerry & Hanson Flooring Co.**

GRAYLING MICHIGAN

## EAST JORDAN LUMBER CO.

EAST JORDAN, MICHIGAN

***We offer the following Dry Stock:***

4 cars 1x7" and up No. 1 Common and Better Maple.
1 car 8/4 No. 1 Common and Better Maple.
10 cars 4/4 Full log run Beech.
5 cars 5/8 Full log run Beech.
5 cars 4/4 End dried White Maple.
1 car 4/4 No. 2 Common and Better Soft Maple.

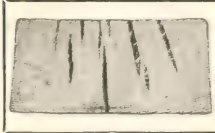
WINTER CUT PROMPT SHIPMENT BAND SAWN

**S. L. EASTMAN FLOORING CO.**
SAGINAW BRAND
**MAPLE FLOORING**
SAGINAW, MICH.

"WE ARE GETTING RESULTS"
WRITES ONE ADVERTISER
This Means That He Is Getting
## NEW BUSINESS
Through His Ad
If we can do it for him is there any logical reason why we can't for you?
*MAKE US PROVE IT*
HARDWOOD RECORD, CHICAGO

## HARDWOOD RECORD

Not only the ONLY HARDWOOD PAPER but the BEST LUMBER PAPER published



**Lumber Dried As Never Before**
SEE THE DIFFERENCE
GRAND RAPIDS DRY KILN
GRAND RAPIDS VENEER WKS., SOLE MFRS., MICHIGAN

## SECURE BETTER PRICES

AT LESS SELLING COST BY REACHING MORE CUSTOMERS. HARDWOOD RECORD PUTS YOU BEFORE THEM ALL TWICE A MONTH. ASK US ABOUT IT.

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## The Foremost Hardwood Market of the East

**T. SULLIVAN & CO.**
SPECIALTIES:
***Gray Elm, Brown Ash***
Pacific Coast Fir and Spruce
2 ARTHUR STREET

**YEAGER LUMBER COMPANY, Inc.**
SPECIALTIES:
**Oak, Ash and Poplar**
932 ELK STREET

**ANTHONY MILLER**
**HARDWOODS OF ALL KINDS**
893 EAGLE STREET

**Standard Hardwood Lumber Co.**
**OAK, ASH and CHESTNUT**
*1075 Clinton Street*

**G. ELIAS & BRO.**
**HARDWOODS**
White Pine, Yellow Pine, Spruce, Hemlock, Fir, Lumber, Timber, Millwork, Boxes, Maple and Oak Flooring
955-1015 ELK STREET

**BUFFALO HARDWOOD LUMBER CO.**
We want to buy for cash
OAK, ASH AND OTHER HARDWOODS
All grades and thicknesses.
Will receive and inspect stock at shipping point
Branch yard, Memphis, Tenn.
940 Seneca Street, BUFFALO

**Hugh McLean Lumber Co.**
OUR SPECIALTY:
*QUARTERED WHITE OAK*
940 ELK STREET

The above firms carry large and well assorted stocks of all kinds and grades of Hardwoods, and have every facility for filling and shipping orders promptly. They will be pleased to have your inquiries.

Manufacturers

# General

Gum
Oak
Cypress

# Lumber

Cottonwood
Maple
Elm

# Company

Memphis, Tenn.

## Little River Lumber Company

**TOWNSEND, TENN.**

WE continue cutting Hardwoods and Hemlock out of big, smooth, clean, prime logs, and we give special attention to the making of stock that is hard to make and is required in heavy thicknesses and special widths and lengths. We are in shape now to cut Poplar, in any widths or thicknesses desired. Also are getting into the mill a fine lot of Chestnut logs that can be cut to order. A little later on will be glad to talk Southern Mountain Maple with you—IT IS SURE FINE. Also Hemlock in all widths and all grades.

**We Continue to Solicit the Business of**

**Discriminating Buyers of High Grade Smoky Mountain Hardwoods and Hemlock**

## V E N E E R

For **DOORS** and for **FURNITURE**

**POPLAR** 4,000,000 feet, all thicknesses, from 1 28 to 5 16 inch

**OAK** 800,000 feet Red and White 1 8″ and 1 15″ Door Stock; 1/20″ and 1/15″ Furniture Stock

ALSO
**ASH** **PINE** 800,000 feet selected Yellow Pine 1 15″ and 1 8″ Door Stock
**CHESTNUT**
**WALNUT**

WRITE FOR STOCK LIST

**CHICAGO VENEER CO., Inc., Danville, Ky.**

# YELLOW POPLAR

MANUFACTURERS OF BAND SAWED
POPLAR
QUARTERED OAK
PLAIN OAK
CHESTNUT
BASSWOOD

White Oak Flooring

SPECIALTY
QUARTER SAWED
WHITE OAK

Coal Grove, Ohio, U. S. A.

# LUMBER CO

NORTHERN STOCK REPORTS

# Hardwood Record

Nineteenth Year, Semi-Monthly.

CHICAGO, AUGUST 10, 1914

Subscription $2. Single Copies, 10 Cents.

We are prepared to ship promptly on receipt of order

**Hardwoods of All Kinds**

from our Philadelphia Yard or direct from our Mills.

**Specialties**

- 7 in. x 24 in. No. 1 Heart Split Cypress Shingles.
- 5-8 Soft Yellow Tennessee Panel Poplar 18 in. and over.

**J. Gibson McIlvain & Co.**
1420 Chestnut Street, Philadelphia, Pa.

**Memphis Band Mill Co.**
Manufacturers
**HIGH GRADE LUMBER**

QUARTERED WHITE OAK
PLAIN WHITE OAK
QUARTERED RED OAK
PLAIN RED OAK
RED GUM SAP GUM
COTTONWOOD

ALL BAND SAWN

Memphis Tennessee

**CARTIER-HOLLAND LUMBER COMPANY**

SPECIAL LIST STOCK FOR FURNITURE TRADE

95,000 ft. 4/4 Selected End Dried Winter Cut White Maple

105,000 ft. 4/4 Log Run Beech

CRATING

175,000 ft. 1x6 and wider White Pine Crating
300,000 ft. 1x4 No. 4 White Pine Crating
80,000 ft. 1x4 and Wider No. 2 and No. 3 Common

[illegible] atever mill work

MICHIGAN TRUST BUILDING
Grand Rapids, Michigan
MILL [illegible] Michigan

# MICHIGAN

FAMOUS FOR HARD MAPLE AND GREY ELM

**Michigan Hardwoods, Our Own Manufacture**

**Sales Department**

## COBBS & MITCHELL, Inc.

CADILLAC, MICH. JULY 2, 1914

### Dry Stock List

| | |
|---|---|
| 4/4 Ash No. 3 Common | 34 M |
| 1x6 Basswood 1s and 2s | 45 M |
| 4/4 Basswood 1s and 2s | 200 M |
| 4/4 Basswood No. 1 Common | 200 M |
| 4/4 Basswood No. 2 Common | 200 M |
| 4/4 Basswood No. 3 Common | 150 M |
| 1x3 and 4 Basswood No. 3 Common | 8 M |
| 1x5 Basswood No. 3 Common | 7 M |
| 1x6 Basswood No. 3 Common | 60 M |
| 1x7 and up Basswood No. 3 Common | 20 M |
| 4/4 Red Curly Birch 1s and 2s | 1½ M |
| 4/4 Cadillac Gray Elm 1s and 2s | 100 M |
| 1x14 and up Cadillac Gray Elm 1s and 2s | 7 M |
| 4/4 Cadillac Gray Elm No. 1 Common | 100 M |
| 4/4 Cadillac Gray Elm No. 2 Common | 200 M |
| 6/4 Cadillac Gray Elm 1s and 2s | 50 M |
| 8/4 Cadillac Gray Elm 1s and 2s | 20 M |
| 8/4 Cadillac Gray Elm No. 1 and 2 Common | 17 M |
| 4/4 White Maple End Dried (Clear) | 6 M |
| 5/4 Maple Step 1s and 2s | 25 M |
| 4/4 Maple No. 3 Common | 60 M |
| 4/4 Elm, Basswood and Oak No. 4 Common | 85 M |
| 4/4 Red Oak No. 3 Common | 14 M |

*"It is not what lumber costs you, so much as what you can get out of it, that decides its value for your work."*

## MITCHELL BROTHERS CO.

DRY STOCK LIST

## MICHIGAN HARDWOODS

CADILLAC, MICH. July 1, 1914.

| | |
|---|---|
| 1x5 Basswood, No. 1 Common | 8 M |
| 1x6 Basswood, No. 1 Common | 19 M |
| 1x7 & up Basswood, No. 1 Common. | 16 M |
| 4/4 Birch, No. 3 Common | 9 M |
| 4/4 Cadillac Gray Elm, 1's & 2's | 100 M |
| 4/4 Cadillac Gray Elm, No. 1 Com. | 100 M |
| 5/4 Cadillac Gray Elm, 1's & 2's | 18 M |
| 12/4 Cadillac Gray Elm, 1's & 2's | 5 M |
| 4/4 Soft Maple, No. 3 Common | 30 M |
| 6/4 Hard Maple, No. 1 Com. & Btr. | 3 M |
| 4/4 White Maple, End Dried (Clear) | 10 M |
| 4/4 Birdseye Maple 1's & 2's, End Dried | 1 M |
| 4/4 Basswood & Elm, No. 4 | 20 M |
| 4/4 Maple & Beech, No. 3 Common | 200 M |
| 4/4 Tamarack, Merchantable | 10 M |

**CADILLAC QUALITY**

When you want lumber of Cadillac Quality, lumber which has been manufactured and seasoned properly, and grades which have not been blended to meet price competition — send us your inquiries.

WE SELL ONLY MITCHELLS-MAKE

## W. D. YOUNG & CO.

MANUFACTURERS

**FINEST MAPLE FLOORING**

KILN DRIED, HOLLOW BACKED
MATCHED OR JOINTED
POLISHED AND BUNDLED

**Hard Maple, Beech and Birch Lumber**

1 TO 6 INCHES THICK WRITE FOR PRICES

BAY CITY, :: :: MICHIGAN

THE

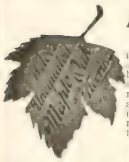
## Kneeland-Bigelow Company

**Hardwood Manufacturers**

150,000 ft. 6/4 No. 2 Common & Better Beech
12,000 ft. 10/4 No. 1 Common & Better Basswood
50,000 ft. 6/4 No. 3 Common Elm

All of the above stock is nicely manufactured, being band sawed, trimmed, and well seasoned. We are prepared to quote attractive prices for this material for immediate shipment.

**BAY CITY, MICH.**



## A floor to adore

For thirty-three years Wilce's Hardwood Floor Pad has stood among the foremost on the market and its record of steadily finding "satisfied" is the best evidence that its manufacturer has kept pace with improvements and our advanced demands of the trade. To convince yourself of the above statements, try our polished surface floor-pad, tongued and grooved, hollow backed, with matched ends and holes for blind nailing—you'll find it reduces the expense of laying and polishing.

*Our Booklet tells all about Hardwood Flooring and how to care for it—also prices—and is free*

**The T. Wilce Company**

22nd and Throop Sts. CHICAGO, ILL.

**Clarence Boyle, Inc.,** 312 Portland Block Chicago

WHOLESALE LUMBER

*Always in the market for OAK, GUM and POPLAR*

**89%** of HARDWOOD RECORD subscribers are owners of steam plants. Eighty-nine per cent are, therefore, buyers of wood-working machinery. There is little percentage of waste circulation in HARDWOOD RECORD for machinery advertisers.

## FLANNER-STEGER LAND & LUMBER CO.

WANTED—TO MOVE QUICK

2 CARS 5/4 x 12" & WIDER 1st & 2nd BASSWOOD
4 CARS 3" ROCK ELM BRIDGE PLANK
800,000 FEET NO. 3 HEMLOCK
100,000 FEET 4/4 BOX COMMON BIRCH

*SEND US YOUR INQUIRIES*

MILLS:
BLACKWELL, WISCONSIN

GENERAL SALES OFFICE
1704 STEGER BLDG., CHICAGO, ILL.

## IF YOU HAVEN'T SEEN THE GIBSON TALLY BOOK

Let us send you one on approval, with samples of Tally Tickets for triplicate, duplicate or single tallies—a score of forms to choose from. They are the latest and best. Endorsed by hundreds of lumber manufacturers and buyers.

HARDWOOD RECORD CHICAGO

# CHICAGO

THE GREATEST HARDWOOD MARKET IN THE WORLD

## VENEER

FOREIGN:

MAHOGANY, Mexican, Honduras, East India, Cuban, and African.

ENGLISH BROWN OAK

CIRCASSIAN WALNUT

STILE, RAIL and PANEL FACES in all thicknesses.

DOMESTIC:

OAK, plain and quartered, rotary cut, red and white.

GUM, figured and plain.

MAPLE, bird's-eye and plain.

POPLAR, BIRCH, ELM, BASSWOOD, YEL. PINE

For faces, centers, backs, cross-banding and bottoms.

## LUMBER

MAHOGANY,

CIRCASSIAN WALNUT,

AM. (Black) WALNUT,

RED CEDAR.

**PANELS**

1/4", 5/16", 3/8", 3-ply and 5-ply STANDARD SIZES

**HUDDLESTON-MARSH LUMBER COMPANY, 2252 Lumber St., CHICAGO, ILL.**

J. RAYNER

VENEERED PANELS

ALL WOODS

SEND FOR STOCK LIST

MAHOGANY LUMBER

CARROLL AVE. AND SHELDON ST.

CHICAGO

## WE HAVE IT

DOOR STOCK, CUT TO SIZE OR IN SHEETS.
POPLAR, GUM, BIRCH, BEECH, ASH, OAK, ELM, MAPLE, BASSWOOD, PINE OR CYPRESS.
CROSSBANDING, FACES, BACKS, DRAWER BOTTOMS AND BACKING.
ROTARY CUT, PLAIN OR QUARTER SAWED HARD MAPLE PIN BLOCK STOCK.
QUARTERED OAK, ETC.

BY THE CARLOAD OR L. C. L.

MILLIONS OF FEET ON HAND AT ALL TIMES

WRITE US ABOUT IT

**J. J. NARTZIK, 1966 to 76 Maud Ave., Chicago, Ill.**

CIRCASSIAN
AMERICAN **WALNUT**

**R. S. BACON VENEER CO.**

**Veneer Mill and Warehouse**

213 N. Ann St. : : : CHICAGO

## An Opportunity to Make Money With Small Capital

I have a small tract of timber, well located, in Central Southern Hardwood Belt, which will cut several million feet of FINE OAK.

Will sell to mill man at $2.50 per M ft. for the timber only—or $3.00 per M ft. for the land and timber. Reasonable terms.

You can make a handsome profit on the timber and have a splendid farm left. Bottom land, no overflow.

If interested write for particulars.

JOHN C. SPRY
1003 Harris Trust Building
CHICAGO, ILL.

**MAHOGANY**

# 89%

**of HARDWOOD RECORD subscribers are owners of steam plants. Eighty-nine per cent are, therefore, buyers of wood-working machinery. There is little percentage of waste circulation in HARDWOOD RECORD for machinery advertisers.**

SAVE YOUR MONEY BY USING THE

**RED BOOK** Published Semi-annually in February and August

It contains a carefully prepared list of the buyers of lumber in car lots, both among the dealers and manufacturers. The book indicates their financial standing and manner of meeting obligations. Covers the **United States, Alberta, Manitoba and Saskatchewan.** The trade recognizes this book as the authority on the line it covers.

A well organized Collection Department is also operated and the same is open to you. **Write for terms.**

**Lumbermen's Credit Assn.,** Established 1878

608 So. Dearborn St. CHICAGO — *Mention This Paper* — 55 John St. NEW YORK CITY

# KNOXVILLE

Famous for Finest Type of Poplar, Oak and Chestnut.

## VESTAL LUMBER AND MANUFACTURING CO.

KNOXVILLE, TENNESSEE.

### QUARTERED WHITE OAK

OUR SPECIALTY

MANUFACTURERS OF

QUARTERED WHITE OAK, PLAIN OAK, POPLAR, WALNUT & TENNESSEE RED CEDAR LUMBER

BAND MILLS AT VESTAL, A SUBURB OF KNOXVILLE. SOUTHERN AND LOUISVILLE & NASHVILLE RAILROAD

J. M. LOGAN, H. S. MIZNER,
C. C. CANNON, C. R. SWANN,

## J. M. LOGAN LUMBER CO.

MANUFACTURERS AND WHOLESALERS
HARDWOODS AND PINE
POPLAR A SPECIALTY

**Main Office and Yards: Knoxville**

Branch Office and Yard:
Bank and McLean Ave., Cincinnati J. M. ASHER, Mgr.

We Want Orders for the following Dry Stock:
WHITE OAK—Plain or Quartered.
RED OAK—Plain or Quartered.
CHESTNUT BASSWOOD
POPLAR WHITE PINE

Always carry large well assorted stock of all kinds of Hardwoods.

CAN SHIP ON SHORT NOTICE.

THE HARDWOOD RECORD is a different kind, and altogether better lumber newspaper than has hitherto been published. This is made possible by the loyal co-operation and support of the hardwood element of the lumber industry. If you are a subscriber you will agree.

## Sliced Quartered Oak

"THE VERY BEST"

FIGURED AND PLAIN

ASH, CHESTNUT, POPLAR, PINE
RED OAK, WH. OAK, WALNUT

**Knoxville Veneer Co.**

P. B. RAYMOND, General Manager, Knoxville, Tenn.

## What Veneer and Panel Consumers Will Use in 1914

This information is shown completely in our new correction pamphlet (off the press recently), which revises our veneer and panel consumers' requirements lists complete according to 1914 requirements.

The information contained is all first hand and guaranteed to be authentic. It gives all details that you want to know on which to base an intelligent quotation.

It would cost you thousands of dollars and years of work to compile the same information—we know because that is what it cost us. You can have it for 1% of its real cost.

As its best use is while it is fresh and it costs only two cents to write, drop us a line today and let us give you the details.

**HARDWOOD RECORD, CHICAGO, ILL.**

# American Walnut Has Arrived!

NOBODY who attended any of the furniture shows can doubt that Black Walnut, the Aristocrat of American Hardwoods, has regained its popularity, nor that it will be featured prominently on the floors of the leading retail distributors this fall. Nobody who has seen the beautiful interior trim in the new Marshall Field building in Chicago, which is finished in walnut throughout, can doubt that it will fill a big place in the building field hereafter. If you haven't prepared for the walnut demand, get in line. The appended lists show stocks ready to ship, in the hands of leading producers.

### EAST ST. LOUIS WALNUT COMPANY
**East St. Louis, Ill.**

BLACK WALNUT

| | | | |
|---|---|---|---|
| 50,000′ | 3/8" 1st & 2nds | 66,000′ | 5/4" 1st & 2nds |
| 50,000′ | 3/8" No. 1 Com. | 32,000′ | 5/4" No. 1 Com. |
| 130,000′ | 1/2" 1st & 2nds | 29,000′ | 6/4" 1st & 2nds |
| 60,000′ | 1/2" No. 1 Com. | 32,000′ | 6/4" No. 1 Com. |
| 180,000′ | 5/8" 1st & 2nds | 14,000′ | 8/4" 1st & 2nds |
| 110,000′ | 5/8" No. 1 Com. | 22,000′ | 8/4" No. 1 Com. |
| 160,000′ | 3/4" 1st & 2nds | 6,000′ | 10/4" 1st & 2nds |
| 110,000′ | 3/4" No. 1 Com. | 7,000′ | 10/4" No. 1 Com. |
| 54,000′ | 4/4" 1st & 2nds | 13,000′ | 12/4" 1st & 2nds |
| 169,000′ | 4/4" No. 1 Com. | 8,000′ | 12/4" No. 1 Com. |

### SANDERS & EGBERT COMPANY
**Goshen, Indiana**

Manufacturers

WALNUT LUMBER

and

SAWN WALNUT VENEERS

### GEO. W. HARTZELL
**Piqua, Ohio**

1ST AND 2NDS WALNUT

| | | | |
|---|---|---|---|
| 12,000′ | 5/8" | 40,000′ | 8/4" |
| 27,000′ | 3/4" | 10,000′ | 10/4" |
| 21,000′ | 4/4" | 5,000′ | 12/4" |
| 42,000′ | 5/4" | 1,000′ | 16/4" |
| 30,000′ | 6/4" | 15,000′ 3/4 to 4" Figured Boards and Panels. | |
| 35,000′ | 8/4" | | |
| 27,000′ | 10/4" | 30,000′ 4/4" Clear Face 6" & up Wide. | |
| 25,000′ | 12/4" | | |
| 10,000′ | 16/4" | Figured Walnut Butts. Figured Long Wood and Plain Walnut Veneers Ready for Immediate Shipment. | |

NO. 1 COMMON WALNUT

| | | | |
|---|---|---|---|
| 5,000′ | 5/8" | | |
| 15,000′ | 3/4" | | |
| 40,000′ | 4/4" | | |
| 25,000′ | 5/4" | All Stock Band Sawn, Equalized and Dry. | |
| 35,000′ | 6/4" | | |

### PICKREL WALNUT COMPANY
**St. Louis, Mo.**

WALNUT

1st and 2nds

| | | | |
|---|---|---|---|
| 30,000′ | 1/2" | 32,000′ | 3/4" |
| 24,000′ | 5/8" | 135,000′ | 1" |
| 15,000′ | 3/4" | 14,000′ | 1¼" |
| 90,000′ | 1" | 11,000′ | 1½" |
| 30,000′ | 1¼" | 40,000′ | 2" |
| 20,000′ | 1½" | 8,000′ | 2½" |
| 24,000′ | 2" | 5,000′ | 3" |

No. 2 Common

| | | | |
|---|---|---|---|
| 10,000′ | 2½" | 110,000′ | 1" |
| 6,000′ | 3" | 10,000′ | 1¼" |

No. 1 Common

| | | | |
|---|---|---|---|
| 15,000′ | 5/8" | 18,000′ | 1½" |
| | | 12,000′ | 2" |

VENEERS

Figured Walnut Log Veneers and Butts Ready for Shipment. Plain Veneers Cut to Order

### PENROD WALNUT & VENEER CO.
**Kansas City, Mo.**

WALNUT

| 1st and 2nds | | No. 1 Common | |
|---|---|---|---|
| 28,750′ | 3/8" | 18,300′ | 3/8" |
| 55,900′ | 1/2" | 28,800′ | 1/2" |
| 32,400′ | 5/8" | 48,400′ | 5/8" |
| 46,600′ | 3/4" | 52,700′ | 3/4" |
| 93,600′ | 4/4" | 183,000′ | 4/4" |
| 39,600′ | 5/4" | 82,000′ | 5/4" |
| 9,000′ | 6/4" | 64,000′ | 6/4" |
| 19,400′ | 8/4" | 42,000′ | 8/4" |
| 30,000′ | 10-16/4" | 45,000′ | 10-16/4" |

KRAETZER CURED LUMBER

In Stock Ready for Shipment, 3,000,000 Feet of Figured Walnut Butt Veneers and 2,000,000 Feet of Figured Long Walnut Veneers.

We Furnish Plain Walnut Veneer. Any Thickness. Cut to Size

### THEODOR FRANCKE ERBEN, GMBH
**Cincinnati, Ohio**

1ST AND 2NDS WALNUT

| | | | |
|---|---|---|---|
| 30,000′ | 3/8" | 48,000′ | 1/2" |
| 140,000′ | 1/2" | 60,000′ | 5/8" |
| 170,000′ | 5/8" | 67,000′ | 3/4" |
| 75,000′ | 3/4" | 50,000′ | 4/4" |
| 110,000′ | 4/4" | 14,000′ | 5/4" |
| 40,000′ | 5/4" | 32,000′ | 6/4" |
| 42,000′ | 6/4" | 60,000′ | 8/4" |
| 48,000′ | 8/4" | 5,000′ | 10/4" & up |
| 20,000′ | 10/4" & up | NO. 2 COMMON | |
| NO. 1 COMMON | | 75,000′ | 4/4" |
| 14,000′ | 3/8" | 30,000′ | 5 & 6/4" |
| | | 25,000′ | 8/4" & up |

### FRANK PURCELL
**Kansas City, Missouri**

Prime

WALNUT LOGS

For Export

FIGURED WALNUT LOGS

FIGURED WALNUT BUTTS

### H. A. McCOWEN & COMPANY
**Salem, Indiana**

1ST AND 2NDS BLACK WALNUT

| | | | |
|---|---|---|---|
| 46,000′ | 1/2" | 53,000′ | 8/4" |
| 82,000′ | 5/8" | 11,000′ | 9/4" |
| 120,000′ | 3/4" | 14,000′ | 10/4" |
| 189,000′ | 4/4" | 16,000′ | 12/4" |
| 46,000′ | 5/4" | 7,000′ | 16/4" |
| 72,000′ | 6/4" | | |

NO. 1 COMMON BLACK WALNUT

| | | | |
|---|---|---|---|
| 380,000′ | 4/4" | 80,000′ | 6/4" |
| 210,000′ | 5/4" | 78,000′ | 8/4" |

NO. 2 COMMON BLACK WALNUT

| | | | |
|---|---|---|---|
| 520,000′ | 4/4" | 84,000′ | 8/4" |
| 120,000′ | 5/4" | 8,000′ | 12/4" |
| 60,000′ | 6/4" | | |

## Penrod Walnut & Veneer Co.

**Mills, Kansas City and Helena, Ark.**

Address all inquiries to

**General Offices**
**KANSAS CITY, MO.**

**Kansas City Plant**
**Exclusively**
**WALNUT**

American and Circassian Figured and Plain VENEERS and LUMBER

**Helena, Ark., Plant**
**Exclusively**
**Rotary Cut Veneers**

Oak, Ash
Red Gum, Elm
Poplar
Cypress
Yellow Pine
DRY AND FLAT
LATHES UP TO 104″

## PENROD-JURDEN-McCOWEN LUMBER COMPANY

**Band Mills & Offices: Brasfield, Ark.**

Ready for immediate shipment

RED GUM

| QUARTERED | PLAIN |
|---|---|
| 2 cars 4/4″ 1s and 2s. | 3 cars 4/4″ 1s and 2s. |
| 1 car 5/4″ 1s and 2s. | 2 cars 5/4″ 1s and 2s. |
| 1 car 6/4″ 1s and 2s. | 1 car 6/4″ 1s and 2s. |
| 2 cars 8/4″ 1s and 2s. | 3 cars 8/4″ 1s and 2s. |
| | 1 car 10/4″ 1s and 2s. |
| 3 cars 4/4″ No. 1 Com. | 3 cars 4/4″ No. 1 Com. |
| 1 car 5/4″ No. 1 Com. | 2 cars 5/4″ No. 1 Com. |
| 1 car 6/4″ No. 1 Com. | 2 cars 6/4″ No. 1 Com. |
| 2 cars 8/4″ No. 1 Com. | 3 cars 8/4″ No. 1 Com. |
| | 2 cars 10/4″ No. 1 Com. |

## The Famous Cache River Red Gum

**Band Sawn—Dry—Flat**

Plain and Quarter Sawn Red and White Oak always in stock

GOOD GRADES "STEARNS QUALITY LUDINGTON" PROMPT SERVICE

## HARDWOOD SPECIALISTS

### Service First

20,000,000 feet of dry Hardwood for immediate shipment.

We've got what you want when you want it.

OUR SPECIALTIES

**Planing Mill Work**
**Dimension Stock**
**Kiln Drying**

### Our Special Offer

18M 1x6″ FAS Basswood.
21M 1x6 to 8″, 10″ and 12″ FAS Basswood.
15M 1x12″ and wider FAS Basswood.
40M 1x5″ to 6″ No. 1 Com. Basswood.
20M 1x7″ and wider No. 1 Com. Basswood.
27M 1x8″ and wider No. 1 Com. Basswood.
50M 1x6″ and wider FAS Beech.
40M 1x6″ and wider No. 1 Com. Beech.
45M 5/4 No. 1 Com. and btr. Beech.
55M 1x6″ and wider No. 1 Com. Birch.
40M 8/4 No. 1 Com. and btr. Soft Gray Elm.
65M 12/4 No. 1 Com. and btr. Soft Gray Elm.
20M 16/4 No. 1 Com. and btr. Soft Gray Elm.

*Write for Bargain Prices*

The STEARNS SALT & LUMBER CO. LUDINGTON, MICH.

# NASHVILLE

## THE LOGICAL PLACE TO BUY HARDWOODS

THE following is a list of stocks offered to the consuming trade by the hardwood lumbermen of Nashville. The character of the timber from which Nashville hardwood men secure their stocks places them in a peculiarly strong position as for as quality of lumber is concerned. Nashville lumbermen have always been noted for their strict adherence to all terms of sale, and in short have an enviable reputation for making good both as to the quality of lumber and as to grading.

The members of the Nashville hardwood trade solicit your attention to these facts and an opportunity of demonstrating their truthfulness.

### MORFORD LUMBER CO.

42,000 ft. 4/4 1s & 2s Pl. Red Oak.
24,000 ft. 4/4 No. 1 Common Plain Red Oak.
12,000 ft. 5/4 1s & 2s Pl. Red Oak.
14,000 ft. 8/4 1s & 2s Pl. Red Oak.
64,000 ft. 4/4 1s & 2s Pl. Wh. Oak.
35,000 ft. 4/4 No. 1 Common Plain White Oak.
8,000 ft. 5/4 1s & 2s Pl. Wh. Oak.
4,000 ft. 5/4 No. 1 Common Plain White Oak.
15,000 ft. 4/4 1s and 2s Qtd. White Oak.
1 car of 10/4 and 12/4 No. 1 Common and Better Ash.
1 car of 5/4 No. 1 Common Poplar.
1 car of 4/4 11" and 12" Poplar Box Boards.

### BAKER, JACOBS & COMPANY

3,100 ft. 1" 1s and 2s Poplar, 24" and up.
9,500 ft. 1" 1s and 2s Poplar, 18" to 23"
15,000 ft. 1" 1s & 2s Poplar, regular.
12,000 ft. 1" Sap Poplar.
14,000 ft. 1" No. 1 Common Poplar.
16,000 ft. 5/4 No. 1 Com. Poplar.
40,000 ft. 6/4 No. 1 Com. Poplar.
16,000 ft. 8/4 1s and 2s Poplar.
60,000 ft. 1" 1s and 2s Qtd. White Oak.
20,000 ft. 1" 1s and 2s Plain White Oak.
2,400 ft. 1" 1s and 2s Qtd. White Oak, 14" and up.

### TENNESSEE OAK FLOORING CO.

FOR PROMPT SHIPMENT

5 cars 4/4 1sts and 2nds Plain White Oak.
5 cars 4/4 1sts and 2nds Plain Red Oak.
1 car 4/4 1sts and 2nds Quartered White Oak.
1 car 4/4 1sts and 2nds Red Gum.
3 cars 4/4 No. 1 Common Red Gum.
2 cars 4/4 13" to 17" Gum Box Boards.
4 cars 4/4 Log Run Tupelo Gum.
1 car 4/4 No. 2 Common Gum.

### THE DAVIDSON, HICKS & GREENE COMPANY

40,000 ft. 4/4 1s and 2s Plain White Oak
20,000 ft. 5/4 1s and 2s Plain Red Oak
15,000 ft. 5/4 No. 1 Plain Red Oak
50,000 ft. 4/4 1s and 2s Chestnut
25,000 ft. 6/4 1s and 2s Chestnut
30,000 ft. 4/4 No. 1 Common Chestnut
40,000 ft. 5/4 No. 1 Common Chestnut
12,000 ft. 8/4 No. 1 Common Chestnut
15,000 ft. 5/8 1s and 2s Poplar, 7" and up
30,000 ft. 4/4 1s and 2s Poplar, 7" and up
15,000 ft. 5/4 1s and 2s Poplar, 7" and up
20,000 ft. 6/4 1s and 2s Poplar, 7" and up
12,000 ft. 5/4 Sap Poplar, 5" and up
13,000 ft. 6/4 Sap Poplar, 5" and up
40,000 ft. 5/4 No. 1 Common Poplar, 5" and up
30,000 ft. 6/4 No. 1 Common Poplar, 5" and up

### NASHVILLE HARDWOOD FLOORING CO.

*A few items we are very anxious to to move at very low prices.*

OAK FLOORING

60,000' 3/8"x1½" Clear Plain White
150,000' 3/8"x2" Clear Plain White
200,000' 13-16" x 2¼" Clear Plain White
40,000' 3/8"x1½" Clear Plain Red
200,000' 3/8"x2" Clear Plain Red
200,000' 13-16" x 2¼" Clear Plain Red
70,000' 13-16" x 2¼" Clear Qtd. White
15,000' ½"x2" Clear Qtd. Red
30,000' 5/8"x2¼" Clear Qtd. Red
20,000' 13-16" x 2¼" Sap Clear Qtd. White

### FARRIS HARDWOOD LUMBER CO.

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1 car 6/4 No. 2 Common Quartered White Oak
1 car 4/4 1s and 2s Poplar
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50 M' 4/4 No. 1 Common Qtd. White Oak
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50M 4/4 1s & 2s Plain Red Oak
100M 4/4 No. 1 Common Plain Red Oak
25M 4/4 No. 2 Common Plain Red Oak
100M 4/4 No. 1 Common Plain White Oak
25M 4/4 No. 2 Common Plain White Oak
25M 4/4 1s & 2s Sap Gum
50M 4/4 No. 1 Common Sap Gum
50M 4/4 No. 2 Common Sap Gum

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Our Specialties: Cottonwood, Red and Sap Gum, Oak—plain and quartered, red and white, Three Ply Red Gum Panels.

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White Oak 4/4 to 8/4 Sound Wormy

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Three cars 8/4 common and better Red Oak
Four cars 4/4 common and better Red Oak
Two cars 4/4 No. 2 common Red Oak

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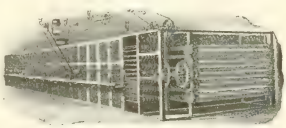

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If you want to reach the hardwood manufacturers of the United States, a HARDWOOD RECORD advertisement will do it for you.

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## Wars and Rumors of Wars

show that the fighting spirit and the fighting men have not gone out of existence with the progress of the centuries, and that modern civilization has not so much to boast of, compared with the so-called dark ages, as we have been prone to imagine.

However, if you are looking for a scrap, don't come around Louisville. You can't get it. The hardwood lumber sold here is not the kind you can raise a row about. The grades and measurement are always right, and in addition lumbermen in this market have a habit of finding out what their customers want and giving it to them, so that a particular shipment fits the needs of the user like a tailor-made suit.

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**W. P. Brown & Sons Lumber Company**
**Norman Lumber Company**
**Stemmelen Lumber Company**
**Churchill-Milton Lumber Company**
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**Booker-Cecil Lumber Company**
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NICE FLAKY STUFF

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Idaho White Pine Northern Soft Cork White Pine

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All Kinds Band-Sawn Hardwoods

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Franklin Bank Bldg. Philadelphia, Pa.

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¶ Manufacturers of Yellow Poplar, Oak, Chestnut, Hemlock and White Pine.

¶ We own our own stumpage and operate our own mills.

¶ Correspondence solicited and inquiries promptly answered.

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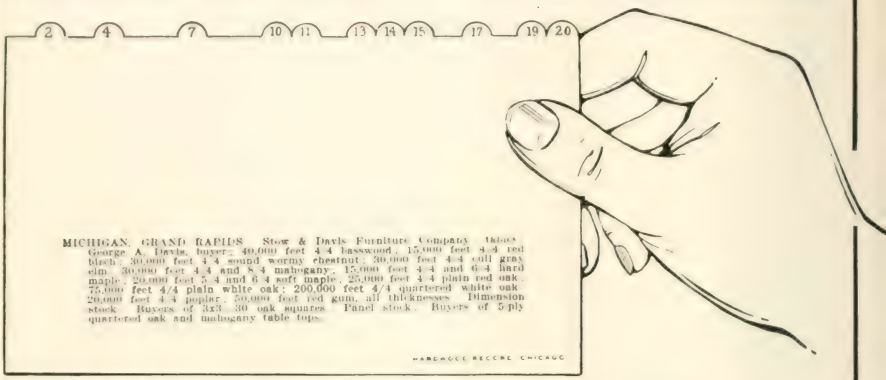


Specimen of one of the thousands of patented tabbed index cards involved in Hardwood Record's copyrighted Information Service, showing annual requirements for Lumber, Dimension Stock, Veneers and Panels employed by wholesalers and hardwood manufacturing consumers throughout the United States and Canada.

Illustration of Oak Cabinet in which this Information Service is filed.

**ILLINOIS**

## Key

| | | | |
|---|---|---|---|
| 1 | Ash | 12 | Hickory |
| 2 | Basswood | 13 | Mahogany |
| 3 | Beech | 14 | Maple |
| 4 | Birch | 15 | Oak |
| 5 | Butternut | 16 | Walnut |
| 6 | Cherry | 17 | Poplar |
| 7 | Chestnut | 18 | Miscellaneous including Dogwood, Holly, Locust, Persimmon, Sycamore. |
| 8 | Cottonwood | | |
| 9 | Cypress | | |
| 10 | Elm | 19 | Dimension stock |
| 11 | Gum | 20 | Veneers and panel stock |

Fac-simile of state key card between which the tabbed information cards are filed alphabetically by towns, by means of which instant reference can be made to the buyers of any kind of wood, in any locality in the United States and Canada.

THIS service is comprised in more than sixty bulletins, and additional bulletins of corrections and additions are printed frequently.

This service is kept positively up-to-date, and is indispensable to lumber and veneer sales departments.

It is an exclusive service disposed of only to HARDWOOD RECORD advertisers.

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**Hardwood Record, 537 South Dearborn Street, Chicago**

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THE LARGEST PRODUCING CENTER OF MICHIGAN HARDWOOD

## LOWER PENINSULA HARD MAPLE

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These concerns operate six band sawmills, manufacturing 125,000,000 feet of Michigan's finest forest products annually.

With this capacity and ample dry kilns, planing mills and flooring facilities, these firms can boast that:

"If it grows in Michigan, you can get it at Bay City."

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W. D. YOUNG & CO.

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**If you use wide Poplar, write our nearest office for prices**

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28 M 2" 6 to 17 1st and 2nd Poplar
18 M 2" 18 to 22 1st and 2nd Poplar
15 M 2" 18 to 24 1st and 2nd Poplar
13 M 2" 22 to 25 1st and 2nd Poplar
10 M 2" 22 to 25 1st and 2nd Poplar
6 M 2" 26 and up 1st and 2nd Poplar
3 M 2" 26 and up 1st and 2nd Poplar
10 M 3" 6 to 17 1st and 2nd Poplar
30 M 3" 6 to 17 1st and 2nd Poplar
15 M 3" 18 and up 1st and 2nd Poplar

Band sawed and dry—thoroughly dry—National Grades. We have five million feet Poplar and Oak awaiting your inquiries

**Faust Bros. Lumber Co.**

Fisher Building CHICAGO, ILLINOIS
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SUBSCRIPTION TERMS: In the United States and its possessions, and Canada, $2.00 the year; in foreign countries, $3.00 extra postage.

In conformity with the rules of the postoffice department, subscriptions are payable in advance, and in default of written orders to the contrary, are continued at our option.

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Both display and classified advertising rates furnished upon application. Advertising copy must be received five days in advance of publication date.

Entered as second-class matter May 26, 1902, at the postoffice at Chicago, Ill., under act of March 3, 1879.

**ICHABOD T. WILLIAMS & SONS**

**Foreign and Domestic Woods In Logs, Lumber and Veneers**

11th Ave. and 25th Street NEW YORK

910 So. Michigan Avenue CHICAGO

# Hardwood Record

Published in the Interest of the American Hardwood Forests, the Products thereof, and Logging, Saw Mill and Wood-Working Machinery, on the 10th and 25th of each Month, by

THE HARDWOOD COMPANY

Edgar H. Defebaugh, President
Edwin W. Meeker, Managing Editor
Hu Maxwell, Technical Editor

Entire Seventh Floor Ellsworth Building
537 So. Dearborn Street, CHICAGO
Telephones: Harrison 8086-8087-8088

Vol. XXXVIII CHICAGO, AUGUST 10, 1914 No. 8

## Review and Outlook

### General Market Conditions

THE BIG QUESTION NOW BEFORE the lumber trade, as well as all other business men, is to the probable effect of the European upheaval on business in this country. It is a deplorable but none the less generally admitted fact that the lumber business feels any unfavorable developments not only sooner but more acutely than does almost any other line in this country. The probable reason for this is the fact that lumbermen to a large extent operate on borrowed capital, and, of course, in times such as these there is likelihood that banks will rather tighten up. This, of course, would be a serious proposition, for sawmill men particularly. There seems, however, to be a pretty firm belief in the effectiveness of the recently passed currency bill to provide for emergency money, and if this enactment proves effective the condition which lumbermen seem to be afraid of more than any other will be obviated.

The press and public opinion seem to be divided into two groups in their attitude toward the wars in Europe. One group is extremely optimistic as to the probable effect which will result to American business; the other faction takes an extremely pessimistic view of the whole situation, declaring that no good can result from such a dreadful catastrophe.

It is, of course, difficult to determine which is the truth, though it does seem entirely logical that if the business men of this country will take full advantage of the opportunity it will offer a chance of getting so firm a foothold on foreign trade in certain localities that the result will be not only immediate but permanent. This is particularly true, of course, of the South American countries, which naturally offer the best opportunity, although there are certain neutral European nations who will necessarily draw their supplies from the United States during the period when all commerce is suspended between belligerents.

On the other hand, of course, it is necessary to consider the unfavorable and demoralizing effect which this new development must necessarily have on the entire world. Its tremendous proportions are beyond conception. While there doesn't seem to be any reason to suppose that this country will be drawn into the conflict, still the general feeling of apprehension and the generally upheaved condition of business affairs must necessarily be felt to a considerable degree throughout the United States.

The best policy is unquestionably that advocated by President Wilson, who so forcibly appealed for calmness and sane-mindedness at this time.

As far as the outlet for lumber abroad is concerned, it seems the best policy for American exporters to turn their attention from European markets, partially at least, and, of course, only for the time being, and to concentrate their energies on the development of markets elsewhere which are not now recipients of large quantities of American forest products. It seems that the opportunity would be equally favorable in certain sections of South America and, of course, it must be remembered that if we can once get into that territory the results will be permanent and of great importance.

One favorable development which is showing greater and greater strength is the opening demand for lumber for rebuilding purposes throughout Mexico. In that country there are numbers of excellent yards of good proportions which are placing orders of no mean size for building lumber which will go into the reconstruction of devastated northern Mexico. Of course this favorable effect will be enjoyed more by yellow pine people than by anyone else.

As far as our domestic business is concerned, it has not as yet been seriously affected by the European brawl and it is really a question whether or not it will experience any unfavorable reaction. Immediately before the declaration of war there really seemed to be a noticeable improvement which covered both sales and prices realized. Trade seems to be going along about on the same plane since hostilities actually opened and indications point to continued purchases of about the same proportions unless something unforeseen develops of a reactionary nature. Conditions at home all point to what promise to be pretty good business conditions for the fall months. If our remote position from the field of conflict makes impossible our feeling its disorganizing influence, it seems entirely probable that we will get along very nicely during the next six months. If we can maintain our domestic markets in the face of this world-wide calamity, there is every reason to believe that the European struggle will add a little to our general prosperity. It is surely to be hoped that this result will materialize, as if it should it would be about the only bright spot in the whole barbaric mess.

### The Cover Picture

THE PICTURE WHICH ILLUSTRATES the front cover of this issue of HARDWOOD RECORD represents a scene pretty far away toward the setting sun. It is a hardwood view. Every tree in the picture is an oak, and there are three species, not one of which occurs east of the Rocky Mountains. It is a scene in a mountain valley in California, at an altitude somewhat more than one thousand feet above sea level, and two hundred miles from the Pacific ocean. It is a characteristic foothill view among the Sierra Nevada mountains, in the vicinity of King's river, which is a stream that pours in a deluge out of the mountains, but never gets anywhere in particular, but disappears among the orchards and vineyards of the plains.

Locally, the place shown in the picture is known as Eshom

[illegible]

[illegible] luxuriant foliage droops under its own weight. The sample in the picture does not exhibit that trait in a noticeable degree. The [illegible] one hundred, as in the case of the "Hooker oak," at Chico, Cal., which is of the same species. It is a white oak, but the wood's chief value is as fuel. A few years ago an enterprising eastern stave man had an idea. He built a mill near a large body of this timber, expecting to make a fortune out of tight staves, which sell for a high price on the Pacific coast. He neglected, however, to first test the weeping oak to see if liquids would seep through the wood. That neglect was his undoing; for not only is the standing tree properly described as weeping, but the barrels made from the staves weep also. The liquid oozes out through the pores. The disgusted stave maker declared that "the barrels won't hold whisky; it is as much as a bargain for them to hold hazel brush."

[illegible] upper side of the road, near the stage. They are the California blue oak, also called mountain white oak, rock oak, and post oak. The first name is due to the blue tinge of its foilage in early summer, before the accumulation of dust changes it to the color of an elephant. The wood is poor in comparison with eastern white oak, and its principal use is as fuel. It is hard, but is very brittle and its color is ugly.

The tree in the foreground, on the uper side of the road, with bark like an eastern dogwood's, is the Valparaiso oak, which in English means "vale of paradise" oak. It is often an uncouth [illegible] cup." The acorn sits in a cup which is sufficiently yellow to suggest gold. The acorns fall early in their second year. The leaves are evergreen. Those on young trees have one form, on old trees another. Some have margins as smooth as the leaves of black gum, others are thorny like those of holly. The tree flourishes best in deep cool canyons. It is there of symmetrical form, the largest trees having a spread of branches one hundred and fifty feet across. Such specimens may well be called the vale of paradise oaks. The sample in the picture is rough and wretched because it occupies dry ground. It gives no idea of the splendid form and appearance of this oak when [illegible]

## Prevention of Freight Congestion

FROM THE PRESENT TIME [illegible] railroads will be burdened with the wheat and other grain crops, as they move from the fields to the mills, elevators and export points. The shippers of other commodities ought to have that fact constantly in view, and do all they can to help the situation. All lines of business are interested in seeing the farmers' crops reach markets speedily, to the end that the money realized will pass quickly into circulation.

Shippers of lumber and other forest products can contribute materially to the desired result by carefully planning their demands for cars, so that no rolling stock may be held longer than is absolutely necessary. To accomplish this, all cars should be loaded [illegible] The disposition of freight should be anticipated before its arrival, and cars should not be ordered ahead of the time when they will be needed. The practice of billing cars to intermediate points, [illegible] are thereby unnecessarily withheld from service. Shippers ought to reduce this practice to a minimum, and thereby help the general freight movement and indirectly help themselves.

Those who can anticipate their needs in the purchase of lumber, shingles, cooperage stock, and other products of the forest, mill, and factory, ought to do so, because the earlier the orders are in, [illegible]

## The War and the Lumber Trade

THE WAR IN EUROPE [illegible] There are certain factors in the situation which must have considerable effect on America's foreign lumber trade. They may result in closing certain foreign markets; in shutting off foreign supplies which compete directly with American lumber; or in creating new demands.

Pine from the Baltic Provinces is a competitor of southern yellow pine and of Douglas fir. That pine is sold in Great Britain, France, Germany, and in southern Europe and along the southern and eastern shores of the Mediterranean Sea. For a time that supply will be cut off, and it should stimulate the sale of American pine and fir. Yet, the demand for lumber will greatly diminish in many parts of Europe.

Birch spool bars and veneers made in Russia compete with similar articles manufactured in Maine. Their market is largely in England and Scotland, though some box stuff is sold in southern Europe. That supply will be cut off for a time.

Pine and other woods from Austria, Roumania, and other Danube regions furnish much of the box material for the shipment of raisins, figs, dates, and other fruits from eastern Mediterranean countries. Much if not most of that supply will be cut off; but the fruits will continue to be shipped, and there ought to be an opening for increased sale of American box shooks in Italy, Greece, Syria, Egypt, and North Africa.

Staves for France's, Spain's, Portugal's, and Italy's wine come largely from Austria. None will come out of that country while the war continues, and increased business should come to American stave dealers. The table grapes of Spain go to market in barrels made in part of Austrian staves, though many are of Spanish make and some are from America. Trade in American grape staves ought to increase.

Japanese oak is going to most civilized countries, including the western coast of the United States. Much of this oak comes from Siberia, and shipments from that country may be expected to decline. It is a competitor of American oak, which should be able to gain something.

Circassian walnut comes from the Caspian Sea region and is shipped through Russia, though it might take another route. It is doubtful if another log will come out until the war is over. Red gum is a mighty good substitute for Circassian walnut.

Large quantities of willow ware come from Germany. It is needless to say that exports from that country will cease during the progress of the war. Eastern Pennsylvania and some of the states of the Middle West grow basket willow, and sales of their product should increase.

It should be borne in mind that lumber markets as well as most other markets will be disorganized by the war. The countries engaged in the fighting will not buy much lumber, and they have been America's best customers. Their misfortune will not necessarily increase the prosperity of American lumber dealers. Our loss of sales in Germany and France may more than offset gains in the Mediterranean countries. A long war will exhaust the resources of all the countries engaged, and its effect will be depressing in all parts of the world. American lumbermen will doubtless get as [illegible] of the situation as possible; but no one should

believe that prosperous and permanent business can be founded on catastrophes. At the same time American exporters should put their wares forth in as favorable a light as possible, thus making permanent customers through giving satisfaction.

## The New Viewpoint

IN A RECENT issue of Hardwood Record appeared an article comparing the habits and characteristics of the old style of drummer with the modern salesman. This comparison attempts to show that the old method of buying business with dinners and other gratuities was not so good a business proposition as is the tendency of the modern salesman to sell his proposition purely on a business basis. It is needless to say that the majority of the thinking lumbermen of today will endorse this suggestion.

It leads, however, to a further proposition. Every indication points to the fact that not only in sales work but in all other affairs that have to do with the administration of any modern business, men are getting further and further away from the unelevating carousals of the old days and are taking a different view of business responsibilities. This is nowhere more apparent than at conventions. It is safe to say that a few years ago the average lumber convention was pretty well marked with casualties resulting from this lenient policy, whereas at the present day conventions unfortunate occurrences of this kind are actually rare. There can be no question on the part of any one who has watched this question closely that conventions of today are practically free from undue participation in time-killing stimulants.

Whether this is a result of any moral change is in doubt. It is probably a result rather of a different attitude toward the effects of this type of behavior on business efficiency. This is the age of efficiency in all things and the business man realizes that he as well as the organization and machines which he controls must be efficient in order to meet competition. It may be that this change in the form of celebration is a result of the changing generation as some of the old guard are getting to the point where they do not care to indulge too freely while the younger element holds itself more or less in check because of its association with the older men. It is entirely probable, however, that the new thought which is manifested in all walks of business life is in the main responsible for this very welcome change.

## Building Operations Favorable

ACCORDING TO ACTUAL STATISTICS more buildings were erected in the United States the first half of this year than during the first half of 1913, but it is a fact that the investment this year does not equal that of last year by seven per cent.

Reports from large cities show a decrease in cost of 3.3 per cent from the first six months of last year, but a gain of 44 per cent in cost as compared with 1908. Bradstreet's figures on building returns for the first six months of this year give an interesting measure of trade and industrial activity during 1914 as compared with that of recent years. These reports show that permits issued in 150 cities of this country during the first six months of 1914 total 145,026 as against only 141,767 in the same months of last year, which is a gain of 2.3 per cent in lumber structures. However, the values estimated for construction in these two periods are not so favorable, as the volume last year was $472,667,000 as against $438,769,000 this year.

It is probable that the general condition, which at first appears unsatisfactory, is a rather favorable development for lumber. The decrease in value of structures authorized with, at the same time, an increase in number of structures, would indicate for the most part that buildings are of a smaller order. In other words, the building has been going on mainly in newer sections, which would indicate that instead of the vast total of expenditure being made up by large office buildings in big cities the building construction has for the most part been in the form of dwellings and other similar structures, which take more wood in proportion than do the office buildings, big hotels and similar buildings. Lumbermen can hence get a grain of hope from this very development which to the average business man whose interests are all dependent upon building construction is not favorable.

## Cut of Hemlock and Hardwood

THE REPORT read at the Menominee meeting in Michigan late in July by R. S. Kellogg, secretary of the Northern Hemlock and Hardwood Manufacturers' Association, presents an encouraging view of the situation. Prospects for the future are good. The output of lumber for this year, consisting of both hardwoods and hemlock, will total about 850,000,000 feet, which exceeds all previous records for the association; and this, too, in a region where the total cut of lumber of all kinds has decreased.

There is about twenty per cent more lumber in pile now than there was a year ago, but that is due to causes which do not indicate an unsatisfactory condition of the lumber business carried on by the association. Sales had reduced stocks very low at this time last year, and they are just now getting back to normal condition. Some of the large producers are now marketing their stocks themselves instead of contracting at the beginning of the season, as heretofore.

There was a short logging period last winter, on account of lack of snow and cold weather, and that alone is a guarantee that there can be no oversupply in the yards of northern hemlock and hardwood manufacturers at this time.

Comparing the first six months of 1914 with the corresponding period of 1913, the published statement gives the following summary: The decrease in the hemlock cut was four per cent, while hardwood increased fourteen per cent, making a total net increase of six per cent in the cut. For the same periods, hemlock shipments declined eleven per cent, hardwood seventeen, producing a total shipment decrease of thirteen per cent.

## The Association and the Man

THE OPINION IS NOT INFREQUENTLY EXPRESSED by a certain type of individual that the various lumber associations are undemocratic in their principle, being dominated by a certain circle of men who reap the entire benefit. It is significant that this expression usually comes from the man who does not take the trouble to attend conventions and does not interest himself in any particular either directly or indirectly in the association's work.

R. B. Goodman, president of the Northern Hemlock and Hardwood Manufacturers' Association, comments on a similar phase of association work in speaking, in his recent address before the semi-annual meeting of that body, of the difficulty of getting first-class men to serve on committees.

Mr. Goodman in his paper cited a letter he had received from a prominent northern lumberman. It seems that this man was appointed to an important committee but never knew he was a member until he was asked to prepare his report, and then wrote in and wanted to be excused because, in the first place, he hadn't known of his duties and, in the second place, he hadn't time to serve anyway.

As a matter of fact, it is pretty easily understandable that the men who are heading association affairs are the biggest men in the game. It is a fair assumption that they are also the busiest in the association, as far as their personal affairs are concerned. Nevertheless, they can conceive the direct and tangible benefits which will result to them through the association's activities and are willing to inconvenience themselves to the extent of using some of their personal time for the association work. This type of men—the leaders, because to them is given the real work of the association—necessarily shape its policies. They do not in most cases, however, exert their influence in ways which will result in their personal aggrandizement.

The point is that lumber associations can be made just as effective for the lumbermen as a whole as the total memberships will dictate. It is up to them entirely to say what their association shall work for and what attainments should be aimed at; but if they sit back without lending even their moral assistance, they certainly have no justification for protesting that others are reaping the benefits. The man who benefits from association work is the man who is closely enough in touch with association activities to take advantage of the many opportunities it offers.

R. B. GOODMAN
GOODMAN, WIS., PRESIDENT

R. S. KELLOGG,
WAUSAU, WIS., SECRETARY

DR. HERMAN VON SCHRENCK, ST. LOUIS,
WHO TALKED ON FIRE PROOFING

# Northern Manufacturers Meet

The 1913 semi-annual meeting of the Northern Hemlock and Hardwood Manufacturers' Association is now history. Members attending this meeting, held on July 28-29 at Menominee, Mich., will always have kindly remembrances of Marinette and Menominee lumbermen and the royal entertainment accorded them. The elaborate program included automobile rides, banquets and an all-day boat trip on Green Bay.

### TUESDAY MORNING SESSION

Meeting was called to order by President R. B. Goodman at [illegible] a. m. in the Commercial Club. Following the reading of the minutes of the last meeting, which were approved, President Goodman gave his address, which is herewith printed in full:

#### President's Address

As we meet today the keynote of the [illegible] situation is the keynote of all [illegible] in this country. This keynote can be expressed in one word, that word is [illegible]. There are disquieting conditions developing from our recent tariff legislation and the trust legislation now in [illegible] changes in the basic business law of the nation of a revolutionary character. The report of our shipments for the past three months [illegible] on the other hand the government's July crop report estimates the total yield of the three principal crops—wheat, corn and oats, to be 4,999,000,000 bushels against a total for last year of 4,362,000,000 bushels and the General Managers' Association of Chicago predicts a car shortage for the immediate future.

The reports to be presented by the secretary and by the chairmen of our various committees will show a greater and more fruitful accomplishment than ever before in the history of our association. The work of Mr. Hamar and Mr. Kellogg in connection with the Forest Products Exposition; the work of Mr. Quinlan and his committee in fighting the incipient attack upon the 1913 National hardwood rules; the work of Mr. McCullough and his committee on advertising; the program for your business meeting today and the program for our entertainment, all indicate an active interest on the part of our members in our association work. Still we must be careful lest this work falls too largely to a few of our members and our secretary.

The Italians have a proverb: "He who works knows," which means you get very little profit in the way of information or experience from what someone else does as compared with what you actually do yourself. We should make this association of value to every individual member and with the consent of the board of directors at our meeting just before this session, I can advise you that hereafter instead of having our secretary attend meetings of other associations I have been authorized to appoint delegates from our members to every association meeting to which it is considered advisable for us to send any delegate at all. The expense of this delegate member will be paid by the association and he will report at our next [illegible] The directors have already authorized payment of expense of committees when traveling on account of committee work.

I have a letter to read from a member who might be any one of our entire ninety members:

Mr. R. B. Goodman,
Pres. N. H. & H. Mnfrs.' Assn.

Dear Sir: I am in receipt of your favor of the 29th inst., and have noted its contents, and up to the time of receiving your communication I was not aware of the fact that I had been selected as chairman of the [illegible] committee, as I was unable for business reasons, to attend the yearly meeting of the association. For several reasons I wish to state that it is utterly impossible for me to give the committee the attention that it ought to have. In the first place our mill is situated so that it is very hard for me to get away for any length of time, and as I am the only active member in this firm, it requires all of my time to attend to the business, and I would therefore appreciate very much if you would select some one else for this office and trust this you may see your way clear to do so, and that I may be notified to that effect at your convenience.

Thanking you in advance for granting me this favor, I beg to remain,

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I am sure that I could truthfully write exactly this same letter myself, but it is just the members who feel this way that most need to get away from their work for a day or two; that most need the mixing with other men in connection with affairs, not directly but only indirectly connected with their special operation; that need the broadening influence of general committee work. At times one may be too completely loaded down with the multitude of details for him to be able to get away to attend a committee meeting but he is never so busy and never ought to be so busy that he has not time to write letters and answer letters in connection with the work of the committee.

Mr. Kellogg and I are going to do all we can to spread this work around and the work the members do for this association will repay the doer of it in broadening his views, extending his knowledge of men and affairs and giving him a surer grasp of his home responsibilities.

My second aim as president of the association will be to so conduct this work that without in any way decreasing its efficiency or curtailing its usefulness as we can institute economies that will place the expense of operating the association, exclusive of advertising, for the balance of this year and for the year 1915, on a basis of 2c per M for hemlock and hardwood.

We are meeting today under the ban of disapproval of the Bureau of Corporations of the United States. The government has seen fit to publish a condemnation of the lumber industry as a whole and the lumber journals and lumber manufacturers' associations in particular. The leading men in the great industry are characterized as willing to lend themselves to deception of the public for their own private interests. This association is not doing or attempting anything indirect, devious or deceitful—we have no secret understanding—the trade journals may publish our entire proceedings without censorship. We maintain no prices—an inquiry for Wisconsin hardwoods or hemlock, sent broadcast, will bring replies showing a greater price variation than the entire value of the original stumpage.

[illegible] since I have been a member of this

association. He knows, hardest, most relentless competition among its members. To be sure we meet here pleasantly—we are friends, we are working together along many legitimate lines; we are being entertained by the lumbermen here most royally, but that won't fail us when they are selling lumber to or help us get one cent more for our hemlock than we are each individually able to obtain for ourselves.

I wish to take this occasion for expressing my appreciation for the hard work done by our secretary during the first six months of my term as president. In addition to his association work, Mr. Kellogg has published a very valuable book entitled, "Lumber and Its Use," which both for reading and as a reference book should be in the library of every lumberman.

And finally, speaking for the association, I wish to thank the reception committee of Marinette and Menominee lumbermen for the delightful program they have prepared for our entertainment and for the entertainment of our families. Our appreciation [illegible] All of these things we have not always found.

The treasurer's report, which shows a splendid balance on hand, is as follows:

| | |
|---|---|
| Balance on hand [illegible] 1914 | $1,887.44 |
| Receipts | 5,629.65 |
| Total receipts | $7,517.79 |
| Disbursements | 1,101.75 |
| Balance on hand Dec. 27, 1914. | $6,415.44 |

## Secretary's Report

Secretary K. S. Kellogg then read his report as follows:

Association membership at this time numbers eighty-three firms, of whom nineteen are in upper Michigan and sixty-five in Wisconsin. Since our April 30 meeting, one firm has dropped membership because it did not wish to pay dues upon both hemlock and hardwoods as required by the board of directors, while five new firms, three in Michigan and two in Wisconsin, have joined the association. These are the Lake Independence Lumber Company, Big Bay, Mich.; the Dollar-Bay Lumber Company, Dollar Bay, Mich.; John Hawley, Ontonagon, Mich.; J. O. Hollis, Parish, Wis., and the Kneeland-West Lumber Company, Phillips, Wis. Two of the smaller Wisconsin firms have practically closed out their business, leaving the new association membership for the balance of the year at eighty-one firms, unless some additional members are secured, which seems very likely. For the past two years, the number of firms on the roll has varied between eighty and eighty-seven, but we now have the largest productive capacity in our membership of any time since the organization of the association. It is probable that the total cut of hemlock and hardwoods by our members this year will not be less than 850,000,000 feet, which is a very substantial increase in association output over a few years ago, notwithstanding the decrease in the total output of the territory covered by our membership.

I regret to say that during the past three months the members have been somewhat slacker than usual in sending in the reports asked for by the association. Of course, it has been a period of slack business, as well as the summer season which is conducive to negligence in attending to everything but items of absolutely necessary office routine. However, the only way to have a strong association is to support it through thick and thin, and the member who wants information from the association office has no right to complain at the meagerness of the weekly circular if he does not contribute his share of material. In this connection, I wish especially to call attention to one clause in the recent Missouri decision which has caused so much comment. Although this decision goes much further than is likely to be sustained by a higher court and should be stringent enough to satisfy the most rabid "trust buster," it specifically legalizes participation in the publication and circulation of a price current which gives "actual and bona fide sales of such products and prices paid therefor, for the honest information of dealers therein." This is exactly what our association has been doing through the publication of sales reports in the weekly circular for nearly four years, and it is gratifying to have approval from such a high source. Our theory all the time has been that the lumber manufacturer has just as good a right as the producer of any other commodity to know what market conditions are. Other producers can turn to the daily papers and learn what their products sold for yesterday in the great markets of the country. It is because the lumber manufacturer can not do so that the publication of such information by the associations becomes necessary if we are to have anything like an intelligent marketing of our products. For this reason, members should be much more regular than they have been in reporting sales. To send in reports once a week is not a matter of great labor on the part of any one firm, but the combined result is greatly worth while.

### Statistics

The statistics presented in detail on the sheet which you have, speak largely for themselves. In round numbers, there is probably about twenty per cent more of all kinds of lumber in pile than there was at this time last year. This, however, is far from meaning an oversupply, because stocks were very light all last year and are only getting back to normal. At this time there is no oversupply in any line and the increased demand coming this fall, which is already beginning to appear, will quickly develop a shortage in some grades and sizes. The extremely short logging season last winter effectually prevents any overproduction of lumber this summer. The proportion of sold to unsold hardwood stocks is a little greater than at this time last year, but this is chiefly due to the fact that some of the larger producers are now marketing their stocks themselves instead of contracting at the beginning of the season.

After reviewing the results of the association's participation in the Forest Products Exposition the secretary continued:

### Investigation of Lumber Industry

Last week a [illegible] was issued by the Department of Commerce regarding a study of the forest resources and industries of the United States by that department and the Department of Agriculture. Since then there has been received a statement by the Forest Service on the same subject which explains the proposed investigation still further. The following paragraph is taken from the Forest Service statement:

Lumbermen complain that the carrying charges created by interest on long-term investments, taxes, and cost of fire protection, where such protection is given, compel them to operate even where lumber prices will not bring them [illegible] The consumer, on the other hand, complains that the cost of timber is too high. Over-cutting and waste are the market is most easily glutted with lumber of the poorer grades, which [illegible] Meanwhile, on the forest land, the public complains that the cost of timber is too high. Over-cutting and waste result in destruction of timber resources with no commensurate advantage to the consumer, but with the certainty of unnecessarily high prices later. Yet restriction of competition on the part of lumbermen with a view to greater profits for themselves through higher prices is both contrary to law and highly objectionable from the standpoint of public policy. Thus a highly complex situation exists. Any attempt to adjust the present conflict of interests on a basis fair both to the public and to the lumber industry demands full knowledge of all the facts.

Exactly how the investigation will be handled has not yet been announced. Apparently it will be undertaken with a different object, and from a different viewpoint than the investigation made a few years ago by the Bureau of Corporations. If the investigation is made ably and impartially, the lumber manufacturer has nothing to fear from the results, while it may bring him some helpful suggestions about the marketing of his products.

### The Outlook

Although there are some dissenters from this view, your secretary is firmly of the opinion that we are at the beginning of a distinct and healthy general trade revival. Almost every week brings increasing support for this position, and by the time Congress adjourns, I think there will be no doubt on the part of everyone that better times are ahead. Lumber already shows considerable increase in demand and some in price. Without any excess supply, and with one of the best home markets in the country, the lumber manufacturer in Wisconsin and upper Michigan stands to receive the full benefit of improved industrial conditions.

## Report of Advertising Committee

In the absence of M. P. McCullough, chairman of the advertising committee, this report was read by Secretary Kellogg. A discussion followed the reading of the report which was accepted excepting that portion referring to advertising hemlock more in local territory. A recommendation that more attention be paid to competitive territory was unanimously referred to the committee for consideration. The report follows in part:

The advertising campaign is being conducted along the lines decided upon by the committee at the beginning of the year, with satisfactory results. Less space is used in the magazines during the summer months, but this will be compensated for by larger space during the fall and winter when the matter will receive better attention. Inquiries of good volume and quality continue to come in, and there is increasing evidence of the substantial benefits secured from our publicity.

In order to make sure that our efforts are bringing results, we recently sent out a list of ten questions regarding birch to some of the leading architects who received our birch book and samples last year. The architects answered these questions more promptly and better than was expected, and it is particularly pleasing to note that two-thirds of them say that association material has been of assistance to them in using birch. It is generally considered that the architect is a difficult man to reach with advertising matter. Our experience with architects has been most gratifying, especially in the line of direct correspondence, and we expect to increase our efforts in this direction. We have demonstrated that we can get exceedingly good returns for a small expenditure.

Since veneered doors and panels of birch naturally go with birch trim, we are now in a position to advertise birch in every form and to refer inquiries to the most reliable sources of supply, whether lumber or veneer be desired. We have also rounded out the campaign still further by advertising birch in furniture magazines, since every argument for the use of birch for interior finish applies equally well to furniture.

We have come to the conclusion that we must do more than we have heretofore to show designs of interiors finished in birch. Therefore, we now have in preparation a larger and much more complete birch book entitled "Birch Interiors" which will be fully illustrated with a large number of engravings made from photographs of modern halls, stairways, living-rooms, dining-rooms, etc., in which birch is especially appropriate.

a good investment.

### Report of Railroad Committee

[illegible] Chapman, chairman of the railroad committee, reported that nothing of particular importance had come before his attention since the last meeting. He stated that while no decision was rendered in the Missouri river case and he could not tell just when a decision would be rendered, the briefs were filed and it was up to the Interstate Commerce Commission. He further stated that the Soo line is reconsidering the rates recently made for the division west of Minneapolis and St. Paul, and that he paid little or no attention to them since his firm was not affected, also that these rates did not affect many members. He was of the opinion that it would be useless to spend any money in fighting these changes.

The car shortage was of more importance at present to Chairman Chapman, and he proposes following the plan adopted by the Wisconsin Land and Lumber Company of Hermansville, Mich., by which it is using the following stamp on all letters mailed to its customers:

WARNING.

We have [illegible] the shortage now [illegible] the shortage in the most serious of the [illegible] within the thirty years of our lumber shipping.

[illegible] already restricted and we are almost in the stated belief that orders are going to suffer exasperating and costly delays on account of the most serious car shortage in history.

OUR STAFF HUNT IS NOT INSPIRED BY A BOOST FOR BUSINESS.

### Report of Efficiency Committee

In the absence of a formal report from the efficiency committee, Secretary Kellogg read a report from E. S. Hammond of Rice Lake, Wis., which stated his idea of reducing costs of lumber production.

### A Letter From J. E. Rhodes

J. E. Rhodes, secretary of the National Lumber Manufacturers' Association, was unable to be present to deliver the address for which he was slated, and his letter was therefore read and listened to with keen interest. This letter appears in full on another page of this issue.

### Address by Leonard Bronson

At the request of President Goodman, Leonard Bronson of the American Lumberman made a short but spicy talk. He stated that he does not always agree with those who are outlining general conditions, though in the main they were right that a better feeling was upon us. The happenings in Europe the last few days mean much to us—just what he was unable to state though they would probably tighten the money market. However, those nations not involved in the war will not be affected but will profit in a business way. He expressed confidence in this recovering. He further stated that he had just returned from a trip through Ohio and that there was a decidedly increased demand [illegible]

[illegible] Association, delivered a forceful and compelling appeal for united [illegible] ing rules which has been instituted by certain large hardwood [illegible]

Upon motion President Goodman adjourned the meeting, allowing [illegible] Prescott Company.

### TUESDAY AFTERNOON SESSION

At 2:30 the business session was continued. Dr. Herman Von Schrenck of St. Louis, Mo., after being introduced by Secretary Kellogg, delivered a very instructive address on "Fireproofing Lumber." He pointed out to lumbermen that there was a greater need to study the utilization of lumber as a whole than to study the fire question. Merchandizing lumber is no different from merchandizing any other product. What lumbermen should do is to study their product. He stated that practically no attempt had been made to group lumber into kinds instead of grades; that no attention had been paid to variation in fitness. He chose a rotted piece of hemlock picked up from a sidewalk a few moments previously. He stated that untreated hemlock put in walks showed poor judgment—that ignorance of its real merits brought prejudice and enemies; on the other hand if sold and used properly hemlock had merits that would add friends. He brought home his point by citing the honesty of allied trades in admitting the various weaknesses of cement and other building materials, and exhorted the lumber fraternity to overcome prejudice by the study of their product. He then spoke of the few creosoting and treating plants at several locations, showing how they were making money and securing good results, turning low-grade stock into high-grade stock, giving as the reason that the American public will buy the best on the market. He next answered his own question, "How shall we demonstrate our sale?" Like concrete men, admit good and bad qualities. They show that steel rusts, that sidewalks are defective, but they also show how to remedy these defects. "How can we do this with lumber?" Don't deny that lumber decays, study how to avert decay, study the various usages of your own lumber and then act accordingly. Dr. Von Schrenck then read statistics showing fire losses in several countries. These questions are being studied by the Lumber Underwriters and other companies, as well as another organization—The National Fire Protective Association. The workings of this organization he explained in detail, showing how the prejudice of the Underwriters and other companies—not to mention architects, contractors and builders—is being overcome—that prior to their existence it was impossible to secure proper insurance. He concluded his remarks by urging this association, as a body, to join this new organization. He elaborated on the various countries insisting on the treating of railroad materials and further stated that the future would bring a real fire protective paint—that the time will come when retail lumberman will have their own small treating plants.

Following Dr. Von Schrenck there ensued a discussion on the subject of treating plants and the work of the National Fire Protective Association, concluding with a motion by Mr. Holt, which was carried, that the Northern Hemlock and Hardwood Manufacturers' Association join this association.

### Report of Bureau of Grades

M. J. Quinlan, chairman of the bureau of grades, had no written report, stating that those who had already spoken had thoroughly covered the field. However, he could not refrain from adding that No. 3 hardwood was an excellent asset due to the large demand for grain doors and the limited amount of this stock on hand. He believed the supply will last about ninety days.

A discussion relative to the question of membership to the [illegible] Hardwood Lumber Association followed. It was con-

cluded by a motion referring the question to the board of directors, giving it power to act.

A vote of thanks to Dr. Von Schrenck was unanimously carried.

After vote of thanks by A. L. Osborne "to our hosts for what is done and what is to follow," the meeting adjourned.

### BOARD OF DIRECTORS MEET

The board of directors held an executive session on board the steamer Nerita on Wednesday, July 29. Green Bay was selected as the meeting place of the logging superintendents, the date set being August 29.

# After Business Comes Pleasure

When one has for years visited certain localities calling on the trade, one loses sight of the many beautiful gifts which nature has scattered throughout the world. The twin cities, Marinette and Menominee, have received from nature their goodly share of gifts. Located on Green Bay, with direct connections with the Great Lakes, surrounded, as it were, with beautifully shaded and picturesque islands, with excellent climatic conditions, the Twin Cities offer many advantages to their inhabitants.

Industrially these cities have grown from the once great lumbering centers to cities with large and varied manufacturing industries. With exceptional harbors and docks and splendid railroad service they have access to all the markets of the world.

These are the brief facts that were brought out to all those who attended the summer meeting of the Northern Hemlock and Hardwood Manufacturers' Association held at Menominee, Mich., on July 28-29.

### To Our Hosts

Just a passing word for those who so royally provided for our entertainment. Too much credit cannot be given to those who not only arranged the program but who saw to it that the weather man provided two perfect days. Some claim that Chas. A. Goodman had his rabbit's foot working; others say that "Art" Wells was on the job, but then who knows but what Fox "Ford" was the real mascot. At any rate everything was fine, thanks to these —our hosts:

D. C. Bothwell Lumber & Cedar Company, Menominee; Brown-Mitchelson Company, Marinette; John S. Comen, Menominee; Crawford Cedar Company, Menominee; Crawford Manufacturing Company, Menominee; C. J. Huebel, Menominee; Edward Hines Lumber Company, Marinette; N. Ludington Company, Marinette; M. & M. Box Company, Marinette; Menominee White Cedar Company, Marinette; Peninsular Box & Lumber Company, Menominee; Prescott Company, Menominee; Republic Cedar Company, Marinette; Roper Lumber & Cedar Company, Menominee; S. B. Sanderson & Co., Menominee; Sanford & Treadway, Menominee; Sawyer-Goodman Company, Marinette; Spies-Thompson Lumber Company, Menominee; J. W. Wells Lumber Company, Menominee; The Wright Company, Marinette.

### The Program

#### TUESDAY, JULY 28

The Prescott Company, Menominee, maker of sawmill machinery, has arranged for visitors to inspect its plant at the noon recess between 1:00 and 2:00 p. m.

The ladies are invited to join in an automobile ride around the Twin Cities and vicinity, leaving Hotel Menominee at 2:30 p. m.

At the close of the afternoon business meeting, automobiles will be provided to give the members an opportunity of seeing all local points of interest.

At 8:00 p. m. an informal dinner will be tendered members and ladies at Hotel Menominee.

STEAMER NERITA JUST BEFORE STARTING FOR EPHRAIM ISLAND

ENOS COLLINS, H. J. FOX, CHAS. RAY

GEORGE H. CHAPMAN

ORLNZ PLESCOTT AND A. E. WILLIS

J. J. PHILLIPS

H. A. LATIMER

A. L. OSBORNE AND R. S. KELLOGG

S. S. NERITA AT FISH CREEK

EAGLE HARBOR BUNGALOW

C. A. GOODMAN

E. J. GOODMAN

R. B. GOODMAN

WEDNESDAY, JULY 29

TRIP ON GREEN BAY

Steam yacht Nerita leaves dock at foot of Main St., Menominee, at 9 a. m., for Wisconsin State Park.

Dinner at Eagle Inn, Ephraim, at 1 00 p. m.

Stops will be made at Fish Creek and Sister Bay. Arrive Menominee at 5:30 p. m.

SIDE LIGHTS

Now admit it, our lumberjack E. J. Goodman took quite to, didn't he?—Mr. Clubine played fair.

Who said that Walter Mansfield wasn't there some with that calliope of his? Some warbler this Walter of ours.

The kodak and camera fiends were on the job.

"Charles" Reay is some provider. He knows how to boss the job pretty well. We don't blame him for feeling proud of the menu cards—they were very artistic.

If L. B. Sanderson would have explained earlier in the day where he procured his buttonhole bouquet, several of us would have thanked him.

And to think that Frank Fish and "Lou" Fuller each wanted a whole cherry pie!

And "Harry" Darlington wore his "white" pants.

When two good fellows like Charles Goodman and "Art" Wells put their heads together, isn't it wonderful how many pleasant surprises they can spring on people? They surely had an opportunity of seeing everybody enjoying all the good things their ingenuity suggested.

"Loren" Prescott was on the job both days. We want to thank "Loren" for letting us see how and where they make sawmill machinery, also other good things.

Captain La Due is one of those real accommodating fellows. He has our friendship.

And now again, "The German Band."

Secretary Kellogg and A. S. Osborne were holding down one end of the boat talking shop and J. T. Phillips and H. A. Latimer the other end listening to the music.

R. B. Goodman couldn't swallow that first telegram.

Frank Butts said "No. 38 and 40." Now everybody sing—if you can't sing 'em, shout 'em.

## Fox True to His Name

M. J. Fox, of Iron Mountain, a prominent Michigan lumberman, is known far and wide as a joker in two ways, he being able to bear the butt of a joke and laugh when it is on him and also being able to come back with one that is just a little better than that sprung on him. One or two little jokes on the part of Mr. Fox started things at the Northern Hemlock and Hardwood Manufacturers' Association convention at Menominee a few days ago.

With the business of the convention practically completed, fully a dozen lumbermen got their heads together to "put one over on Fox." Sufficient to say they did.

A man having every appearance of a bona fide small town marshal approached Fox in front of his hotel and said, "This Mr. Fox?"

"Guilty, what is it?" asked the jovial lumberman.

"Don't know whether ye are guilty or not, but remember anything ye say'll be used agin ye 'cuz ye're arrested for speeding in a Ford," replied the marshal, placing a firm hand on the lumberman's arm and indicating that it was time to be moving.

"What's wrong with you, I haven't an automobile here nor have I been in one," replied Fox, and he was the least bit impatient.

"It's no matter," replied the marshal, "here's the warrant, so come along." Fox went.

The marshal led his captive direct to the justice, where he was

PRESCOTT COMPANY'S GENERAL OFFICES

THE ENTERTAINMENT COMMITTEE

as the next one and treated the court to the extent of the fine.

Signed, J. K. V. Stack.

The lumbermen who had received messages looked first from one to the other, not knowing whether to laugh or swear. Over against the rail of the boat leaned Fox. Deep wrinkles lined his forehead and he was evidently perplexed.

and a few moments before the boat was ready to start a messenger dashed down to the dock and on the boat with telegrams for the lumbermen. The captain held the boat and each lumberman unsuspectingly paid whatever the boy asked. They were all collect messages. A few follow:

M. J. Fox:

While the boat was Fox out on the bay and the messenger boy was seeing the town, Fox figured up the total collect charges, compared it with the police court fine and announced to the dele gates that he had made money.

# Concrete Analysis of Business

**Editor's Note**

The following is in the form of a letter from J. E. Rhodes, secretary of the National Lumber Manufacturers Association, to the members of the National Hemlock and Hardwood Manufacturers Association in its semi-annual meeting at Menominee, Mich., last week. It so sensibly sets forth present conditions and business prospects that it is here with reproduced in full.

A careful and unprejudiced review of present conditions and reasonable prospects fails to disclose any phases of general manufacture and trade that should give warrant to uneasiness. While the fiscal year that closed June 30 was largely unsatisfactory from a commercial viewpoint, a business status of which all are tamiliarly and some painfully informed—the new fiscal year began with a decidedly brightened tone, and with an outlook that is emphasized in the lumber trade by recent reports from most prominent centers of manufacture and consumption and, in regard to consumption, from most of the comparatively unimportant districts. This view is straightened by accepted advices concerning the agricultural, the steel and iron and the financial interests.

A matter of common knowledge is the extraordinary outturn of the cereal crops. The harvests of this year promise an indefinitely prolonged prosperity for the farming class and an active demand and unloosening of hoarded and prospective cash resources that must favorably affect all branches of business. Estimate of the scope of this activity within approximate bounds is of course impossible at this time, the more conservative will fall short in speculations over its effects.

During the current week a roseate hue was imparted to the prospects from grain exports. Authoritative advices show a decrease in wheat production of 75 per cent from the crops of last year in Great Britain, Spain, Italy, India, European Russia, Switzerland, Japan, and other wheat importing countries. These countries, excepting India, report 7.6 per cent recession in oats, 1.9 per cent loss in rye, and Russia's harvest decreased in nearly all the principal cereals in percentages ranging from 2.4 for rye to 28 for wheat. The outlook for heavy export demand, presumably at correspondingly enhanced prices, is excellent. Successful harvests are assured for practically all sections of this country. Some concern that was felt for northern crops was largely dissipated by heavy rains in that section late this week. Crops elsewhere are "made" or practically so. The country's wheat and barley crops are the largest on record. The fruit crop is estimated at above the average for five years.

Manufacture is quiet, but the agricultural outlook promises a remedy for that condition in the not distant future and for continuing months. In steel and iron, Pittsburgh announces a notable improvement this month over the conditions in June, with added encouragement of increase in operation estimated at as high as 65 per cent over the customary July lessening. Railroad demand, abnormally quiet and almost moribund for a year, shows unmistakable signs of awakening. The Interstate Commerce Commission's decision on the carriers request for a 5-per cent rate increase is momentarily expected, and whatever its nature, it will replace obstructive uncertainty with progressive certainty and may reasonably be expected to arouse to activity much business that has been held in abeyance. Already this is shown, notably in the South, in some orders and many inquiries. Hope of substantial improvement, very evidently not unfounded, is based upon the possibly not distant restoration of peace in Mexico and the releasing of a big accumulation of long restrained orders and the restoring to a normal status of trade with the southern republic.

Speculation on the influences of shipping through the Panama canal, a route to become a regular channel of commerce in the comparatively near future, is of course useless as determinative of anything resembling exactness, but a conservative view of that influence may safely be assumed to be well in the direction of the prosperity of the lumber trade, generally, and one may be pardoned for assuming for American interests not unwelcome possibilities in the European war cloud.

Statistics of exports of lumber for May 1913, as compared with those of that month in the present year, are not of favorable tenor, but these should not be regarded as representative of like comparisons for the remainder of the current year. The assumption is naturally that the pendulum must soon swing the other way, and with some vigor.

Buying by retail lumbermen for several months has been generally for immediate needs only, but within the last few weeks, a notable increase in inquiries has been reported at practically all important lumber producing points. The prospect for a heavy, definite demand to follow later in the year and to continue to the holiday season if not beyond is regarded as excellent. The building record as a whole for approximately the last three months

has shown marked improvement, a condition that may reasonably be expected to continue.

A more or less adverse feature is in the condition of car supply. The combination of the large proportion of bad order cars and inadequate supply of available rolling stock in good order with the necessarily urgent moving of the grain crops signifies a business obstruction to some extent. In instances and in volume to compensate in some measure for its ill effects the annual car shortage has been and will be discounted. A perhaps not unreasonable outcome of the strong efforts of the railroads to "deliver the goods" is that the shortage will be comparatively temporary. Orders delayed by inability to move forest products will be forwarded with the cessation of the dearth of cars or the early partial improvement of that condition.

In most sections lumber enterprises have been marking time, but by some of the well informed the quietude is regarded as a period of business recuperation. Barring isolated instances to the contrary, the apparent dullness has been preparatory to later vigorous activity. This is shown in the late dependable advices from the Pacific coast, the North, the East, and the Southwest.

Financial conditions in their larger aspects are encouraging. The recent records of bank clearings are favorable. A healthful condition lies in the growth, more evident in late months than ever before, of careful scrutiny of credits and caution in loans and investments, with elimination or effective supervision of financial institutions regarded as of doubtful stability.

At the moment we have no information of special legislation inimicable to the lumber trade. Through association influence and enlightenment of legislators the industry is better fortified to meet any such emergency than ever in the past. The prospect may be fairly considered to show a relief from adverse legislative attitude.

The business prospects justify no prophesy of a boom in the lumber trade. They do indicate a real improvement over conditions lately obtaining—an improvement that may reasonably be expected to continue and to increase.

The foregoing is necessarily a general and not a specific review of conditions present and prospective. It reflects, however, the purport of advices at hand and available in this office. I have endeavored to make it temperate and as faithfully representative of facts as the limits of my resources at the present time and of this letter will allow.

# Rules for Veneer Flitches

In discussing the rules adopted for veneer flitches at the recent convention of the National Hardwood Lumber Association, a prominent veneer and lumber manufacturer of the South stated that such rules were nothing new as his and other concerns have been operating on a basis which has been established for some little time.

F. J. Kuny of the Williamson-Kuny Mill & Lumber Company, Mound City, Ill., who is the man responsible for this suggestion, in writing HARDWOOD RECORD says that after taking up quarter-sawed white oak veneer flitches for a number of years, his concern found that its experience had matured far enough to classify the customs then prevailing regarding the inspection of these flitches into a rule which might be used with any new mills starting to saw flitches. Up to that time no one used printed rules, but the custom laid down by the flitch buyers in general was broad. From these customs they tabulated the essential features into a rule, to which up to this time no one has objected. This is not a hard the fast rule on the basis of which buyers would be inclined to be technical, but is more of a guide to sawyer's and inspector's judgment. In fact these rules are really a minimum as manufacturers of the best stock of veneer flitches make the grades really better than these rules provide for.

The rules follow:

INSPECTION, MEASUREMENT AND MINIMUM GRADE OF QUARTER SAWED WHITE OAK VENEER FLITCHES

LENGTHS: 8', 9', 10', 11', 12', 13', 14', 15', 16'—at least 2" full. 10% can be 8' and 9'; 10% can be 10'; 15% can be odd lengths.

GRADE: To be firsts and seconds, with at least 70% to be practically clear of defects, or firsts. Seconds will allow in 10' and longer: In 8" to 11" widths, 1 standard defect; in 12" and wider, 2 standard defects—not less than 2½' long, clear cuttings between defects. In 8' and 9' lengths, 1 standard defect less. 7" must be practically clear of defects in all lengths.

One knot, not exceeding 1¼" diameter, or one bird peck, or worm spot, or its equivalent in other defects, is 1 standard defect. 10% bright sap is no defect in not exceeding 33⅓% of the stock. No sap stained on surface allowed.

INSPECTION: To be on 4 sides of flitches, with option of docking contents of flitches for defects in excess of those allowed, according to judgment of inspector, in order to raise the grade. The inspection to be at point of shipment and to be mutually satisfactory.

MEASUREMENT: In center of flitch, dividing fractions on the half inch. Thickness is measured in thinnest place. Bevel flitches approximately in center of bevel.

FIGURE: Flitches to be sawed full quarter, and show at least 90% good figure in the aggregate, the poorer face showing at least 1/12" bar starting figure, the important feature in veneer being figure. Pencil figure is unsalable, and not allowed.

MANUFACTURE: The flitches to be clean, fresh cut stock, well manufactured, edged and trimmed free from damaging splits, checks, shakes, heart knots, heart cracks, stained sap, large knots, and dozy, water stained ends.

THICKNESS: 3½" to 5" thick, according to size of logs from which flitches are made, and figure. 60% or more to be square edged flitches. On bevel edged flitches, bevel not to exceed 6". Not exceeding 15% tapering flitches allowed.

KIND OF TIMBER: To be straight, close and soft grained, genuine Forked Leaf Hill white oak, fall or winter cut timber. We cannot use any burr or overcup, and no cow oak of stringy loose grain, nor so called pin or chink-a-pin.

WE CANNOT USE: Flitches made from timber of a wormy, streaky, doty, shaky, or pecky (bird pecks) character, or showing flag spots.

WILLIAMSN-KUNY MILL & LUMBER COMPANY.

## Hardwood for a Hobby

That hardwood study is interesting, and that the collecting of hardwood and working it into artistic designs is a hobby worth while, is clearly shown in the little workshop of Thaddeus Coffin at New Castle, Ind.

For forty years Mr. Coffin has been collecting woods from all over the world. These in his leisure hours he has fashioned into parts for a desk, four feet, six inches high and three feet, four inches wide, with thirty panels and twenty-one drawer fronts. Each panel and drawer front is in itself a work of rare art, showing great color beauty. The parts are now ready to be assembled, and represent 250 different kinds of wood and 50,000 pieces. An interesting feature of the work is the white holly drawer-front inlaid with ebony. The historic data here inscribed in Morse characters (Mr. Coffin learned to use the telegraph key in his boyhood) is transcribed as follows:

TABLET

Thaddeus Coffin, son of Frederick, son of Albert, son of William, son of Benjamin, son of Nathaniel, son of James, son of Tristram, son of Peter, son of Nicholas.

For more than thirty years I collected blocks from many lands, hoping that some time I could form them into a piece of furniture to be kept as an heirloom. I did not realize the pleasure it would give me until I was well along with the work. My crippled hand was quite a handicap to me in handling the small pieces. I am a charter member of the 23d O. V. V. Inft. Born March 2, 1841, in Troy, N. Y. I have the Ohio Veteran Medal for long service.

The interest attending his hobby of wood collecting has increased with his advancing years, and since he has retired from active life, it affords him pleasant pastime. Many of the bits of wood in this 50,000-piece desk are souvenirs from historic trees, battle ships and buildings. Every piece has been labeled and an accurate record kept.

CHARLES S. MITCHELL
CADILLAC MICH. PRESIDENT

HENRY BALLOU
CADILLAC MICH. TREASURER

J. C. KNOX
CADILLAC MICH. SECRETARY

# Michigan Manufacturers' Annual

Members of the Michigan Hardwood Manufacturers' Association enjoyed [illegible] one of the most instructive and fully attended annual meetings ever held by that association.

The usual valuable report of the market conditions committee was easily the feature of the meeting.

The business session opened with the usual roll call and reading of minutes of the previous meeting. Secretary J. C. Knox then announced the acquisition of one new member—the Standard Hoop Company of Bay City, Mich.

### Secretary's Report

The annual report of Secretary Knox was the first paper to be read, this following in part:

[illegible] we have added the Standard Hoop company, Bay city, to our membership. The firms cutting out this year are A. F. Anderson Lumber Company, Estate of F. W. Gilchrist, Churchill Lumber Company, Robinson Lumber Company and the Batchelor Timber Company's stock is being reported to us through the Bliss & Van Auken Lumber Company's sawmill, which unfortunately has been burned.

We present to you today a very complete report of stocks, containing the figures of every member of the association, which is a record few associations ever attained. Generally associations feel satisfied if they get reports from seventy-five per cent to eighty per cent of their membership. Members in reading their report of stocks on hand for July 1, 1914, and comparing them with figures of a year ago, should not only take into consideration the fact of reduced buying in the last six months, but should take into account that we have reports from two more members than a year ago and that the reports of the seven additional members show a production of 18,750,000 feet more hardwood and a sale of 15,000,000 feet more than those cutting out. Having this information in mind will help to explain to quite an extent the increased totals of our stocks.

The forest fire protective department has been very active this season, having had many extremely hard forest fires to contend with during the dry period in May. When one realizes that nearly 50,000 acres were burned over in less than two weeks, you can then imagine the chief warden and his deputies had more than their hands full and taking all things into account we should consider ourselves fortunate to escape with so slight a loss. Mr. Hickok will cover the detailed work of his department in his report to you today.

The subject of Michigan lumber rates is still pending before the State Railroad Commission and it is likely to be some time before a decision is [illegible] contemplate some changes in their lumber transit tariff and the general inference is that additional restrictions will be placed on this traffic that can not fail to bring about a curtailment of the movement of lumber in transit on account of such change.

The treasurer's report shows a balance of $2,285.82 in the general fund and $2,282.30 in the forest fire fund July 1, 1914. The first assessment of two cents per acre covering our forest fire protective department netted us $5,628.05; payment being made on basis of 281,402.84 acres. The second assessment for this year will be called for soon after August 1.

H. Ballou of Cadillac, chairman of the railroad committee, announced that that committee had no formal report to make. The same was true of the grading rules committee, D. H. Day being chairman.

### Report of Market Conditions Committee

W. C. Hull then read the following interesting and instructive report on market conditions as affecting members of the association:

Market conditions at this time demand the most careful consideration. It is particularly trying to compare the stocks of today with those of a year ago, but we must remember that a year ago the stock conditions were more favorable to Michigan manufacturers of lumber than they had been since 1909. In other words, stock on hand a year ago was away below normal and the demand above normal. We should rather compare them with the stocks of 1910-11 and 12, when it will be seen that the production is little, if any, above the normal. However, it is well to face the proposition squarely and by comparing stocks on hand now with those of a year ago, we note that there is approximately 65,000,000 feet more stock on hand unsold at the mills and in the yards of our members at the present time than there was a year ago. During the year, however, we lost five of our members who had completed their operations, and added seven new ones. These seven new members have stocks on hand of nearly 26,000,000 feet, and the excess stocks of these seven new members over the stocks held a year ago by the five retiring members is nearly 19,000,000 feet. Therefore, in order to make a true comparison, this 65,000,000 excess over July, 1913, stocks should be reduced by 19,000,000 feet, to 46,000,000 feet. The situation seems still more favorable when we note that nearly forty per cent of this excess is on the No. 3.

The trouble is not so much overproduction as it is a lessened demand, which applies no more to lumber than to all other commodities. This tends to cause stocks to accumulate at the mills and suggests to some the old and futile policy of cutting prices to move stocks.

It is the opinion of this committee after a careful study of all the figures available, that stocks will not move by reason of price cutting until the low level of prices which prevailed back in 1907 is again reached, or nearly so. Jobbers and consumers today are practically bare of stocks and [illegible] for their immediate wants, and if the manufacturers

recede as far as their 1907 quotations, there are plenty of wholesalers who will speculate and buy the stock, holding it for better times which are bound to come sooner or later. It is apparent to all of us that the increased cost of stumpage and of manufacturing will not permit any such cut as this, and would only result in the sacrifice of the justly earned margin upon stocks which are sure to return to their rightful place when general business conditions are back to normal. It is almost a certainty that with the return of usual business activity, this small excess of unsold stock will move quickly and an under-production will be apparent, and we are confident that if manufacturers will hold firmly to right and proper prices for their stocks, they will move every bit as much as could possibly be moved by any amount of price cutting, thereby conserving the profit to themselves instead of diverting it into the hands of the speculating jobber.

Your committee believes that we are already over the worst of the present depression. There are many encouraging signs, some of which we note as follows: The government's report on the grain crop; all records for grain receipts in Chicago recently broken. This alone should, and no doubt will, take care of a large proportion of our excess No. 3 hardwood and hemlock for grain doors. The American Steel & Wire Company has circularized the trade withdrawing all quotations. This has always, in the past, proved an infallible guide in indicating better general business conditions. Yellow pine shipments for June were 10,000,000 feet in excess of the cut, or nearly three per cent, which condition was the immediate cause of the advance of $1.00 per M in price—which advance is being firmly maintained. Reports recently published in the lumber trade journals from all the southern lumber producing states are universally optimistic. There has been an advance of from 50c to $1.00 per M in fir.

Mr. Kellogg, secretary of the Northern Hemlock and Hardwood Manufacturers' Association, writes Mr. Knox, under date of July 17, as follows: "I have just returned from a trip up through the northwestern part of the state, where I found the lumber manufacturers well supplied with orders and feeling very cheerful over the outlook for the fall trade. While there is quite a little more lumber in pile now than a year ago, there is only a normal supply and some items will quickly get scarce if a strong demand develops. I think this especially applies to low-grade stock."

### HEMLOCK

Our estimates for 1911 production was 21,000,000 less than was actually cut in 1913, and yet there is 375,000,000 feet more on hand now than one year ago. However, a large percentage of this excess is No. 3 or culls and all the excess is attributable to the inroads of yellow pine in our markets and the cut shortage which is already making itself felt in the South is going to lessen us greatly in this respect. There is hardly any dry merchantable hemlock available for immediate shipment, in the hands of our members and the retail yards are carrying very low stocks, and if the car shortage develops in the South to the extent railroad officials predict, it will be an even chance every bit of it will be wanted and at prices that will be satisfactory to the manufacturer. If this proves true, then some of the cut prices which have been made were entirely unnecessary and did not benefit the situation in the least. The heavy decline in the business of the box manufacturers has caused the surplus of No. 3 or culls but a resumption of business will soon consume the surplus, for we do not have to go farther back than 1910, 11 and 12 to find larger stocks in hemlock than at present. They suffer only by comparison with 1913 stocks.

Hemlock Lath
Demand Strong—Prices Firm.

To sum up, your committee believes that there have been no changes in values of the various woods as shown in our last report. The market is dull; the amount of lumber moving is below normal, but prices as shown by recent reports of sales made by our members are firm with the possible exception of a little weakness in No. 1 and No. 2 common in some of the woods. The higher grades are firm and No. 3 also is fairly firm. We have attended many meetings when the outlook was darker than it is today. Unless all signs fail, we have a reasonable right to expect better conditions to prevail for the balance of the year than have existed for the past three months.

Secretary Knox read a letter of the same optimistic tenor as the market report, which was sent to him by W. T. Culver of Ludington, Mich.

G. Von Platen of Grand Rapids raised the question as to whether or not the reports of new members should be considered in filing stock reports. He maintained that only those figures submitted by men who were in the association last year should be counted. This seemed to be the sentiment of other members.

C. A. Bigelow of Bay City talked regarding stock conditions and moved that the report of the market conditions committee be accepted. This motion was carried.

The interesting report of C. F. Hickok, chief fire warden employed by the Michigan Forest Fire Protective Association, follows in part:

## Report of Forest Fire Protective Department

During the years of 1912 and 1913 we passed through several dry periods, the intensities of which we were led to believe were as severe as might be expected. In this conclusion we must admit we were in error. The belated spring fires which occurred in the month of May this year were, by far, the worst the wardens and the public have had to contend with in the three years of the activities of this department. We are convinced that, but for the efforts of a large majority of the people living in the fire zone and especially those residing within the slash and forest area, a repetition of the disastrous fires of 1908 would have been the result. There were several days between the 11th and 20th of May when it seemed that certain large areas were doomed to destruction by fire, but through the great interest taken by the public in general in subduing forest fires, the million dollar fire was prevented.

There is no question but that the educational campaign carried on by your wardens during the past two years was responsible for the intelligent manner in which the fire situation was taken hold of. During the recent severe fire days we received co-operation beyond our expectations and but for this action on the part of those who have learned that forest fires are desperately destructive the losses would have totalled many thousands of dollars. Nearly all of the supervisors and township officers in the fifty-three townships patrolled gave their hearty co-operation in the work of saving property from destruction. However, in four cases, supervisors were lax and when a condition of this kind exists loss to property and criticism of the methods employed by the department usually follows.

For the period between April 15 and July 1 252 fires were discovered by your men and either put out at once or gangs of fire fighters organized through supervisors, lumbermen and settlers. In most cases fires were controlled without loss to properties. Following is a list giving the number of fires, their cause, area burned, and the damage sustained:

| CAUSE— | Number | Percent |
|---|---|---|
| Railroads | 61 | 24.29 |
| Incendiary | 12 | 5.07 |
| Campers | 3 | 1.17 |
| Smokers | 32 | 12.48 |
| Malicious | 4 | 1.56 |
| Log loader | 3 | 1.17 |
| Glass bottle | 1 | .39 |
| Lumbermen | 1 | .39 |
| Lightning | 1 | .59 |
| Unknown | 7 | 2.77 |
| Total number of fires | 252 | |
| Total area burned | 72,360 acres | |

Losses

| | |
|---|---|
| Pellston District—4,463 cords chemical wood | $ 6,694.50 |
| To W. Hemlock log | 90.00 |
| Springvale District—800 cords chemical wood | 1,270.00 |
| Gaylord District—430 M standing timber damaged | 2,150.00 |
| Deward District—160 cords chemical wood | 216.00 |
| 15 M standing timber damaged | 45.00 |
| Total loss | $10,465.50 |

Of the above total loss $8,180.50 was to chemical wood. We may call this a small loss when we consider the large areas of slashings that were swept by fire in which were located thousands of cords of wood. When many fires are burning it is impossible to bring all of this product through without some of it being burned. Of the many thousands of feet of logs in decks in the fire zone you lost but 15,000 feet, valued at $90.00. Other loss was damage to standing timber to the extent of $2,195.00. Not to exceed one-tenth of one per cent of the remaining acres of standing timber owned by the association has been touched by fire so far this season and in only two cases has damage been done.

Between May 10 and June 6, 192 fires occurred burning over 68,759 acres. The most severe period of these fire days was during the week ending May 23. For this week 92 fires were recorded, burning an area covering 38,375 acres. It was during these severe and trying hours that most of our losses occurred and at this point I wish to commend your wardens for the faithful and conscientious manner in which they attacked a situation that at times looked hopeless and, but for the splendid methods employed in the organizing of fire fighters, the property owner and community dweller would have suffered many times the loss set forth in this report.

Your wardens are better fitted than ever before to handle bad fire situations. Most of the men have the benefit of three years' experience in the work and, while we do not claim that our organization is past the stage of improvement, yet we are aware that much property has been saved through their efforts and it is the aim of the department to bring the system to a standard of higher efficiency in forest protection.

### GOVERNMENT RECOGNITION

Under the government co-operative plan as outlined in the Weeks law, the Forest Service has appointed three of your men to act as federal patrolmen on the headwaters of the following navigable rivers: Vanderbilt district warden covering the Cheboygan river; Johannesburg district warden, Au Sable river and the Sigma district warden for the Manistee river. This appointment in no way interferes with the work of protecting your properties. It simply is a matter of the government recognizing the effort being made to protect north Michigan from destructive forest fires effort being made to protect north Michigan from destructive forest fires and, acting in compliance with a law enacted for the purpose, they are contributing to the work in a substantial manner.

### CO-OPERATION BY RAILROAD COMPANIES

The reduction in the percentage of fires chargeable to railway locomotives is very noticeable this season. In 1912, 67 per cent of the fires recorded by this department were found to have been set by railway engines. In

the township supervisor in charge of that particular district refused to put men to work at the expense of the township, although the law specifically states that this is a proper procedure. He also went among men whom the Antrim Iron Company put to work fighting the fire and told them that they could not look to him for their pay. As a result they quit work and considerable property was damaged. Mr. Langdon raised the question as to proper punishment for this supervisor and also as to recovery for damages sustained. He suggested action by the association to establish a precedent to prevent further outrages of this character.

C. A. Bigelow expressed himself as believing it the association's duty to get together the necessary information and to present the case to the governor, who has power to discipline the supervisor by removal or other methods. He moved that the association, through the fire warden, should compile such data and take the case up with the governor in order to institute proper hearing, the expense to be borne by the fire protective association. The motion was carried. Mr. Langdon again raised the question of damage, Mr. Bigelow suggesting that this was beyond the province of the association but also that the disciplining of the supervisor would give proper basis for a suit to be instituted by the Antrim Iron Company individually.

Mr. Hickok was called upon in order to determine as to whether there were any precedent as to the payment of damages in the case of the fire. He said that as far as he knew there was no precedent or any specific provision in the state laws on this subject. He said, however, that in a case of this sort there is a specific penalty of fine and imprisonment for failure to perform duty.

President Richardson called upon J. E. Rhodes, secretary of the National Lumber Manufacturers' Association. Mr. Rhodes talked briefly regarding the recently published fourth section of the report of the Bureau of Corporations on the lumber industry. He was emphatic in his denials of the accusations contained in the report, citing as proof the activities of the lumber committee on tariffs, which worked at Washington four years ago. He said that all industries were represented at that time by committees who simply endeavored to present their arguments at Washington before the members of Congress. He maintained that business men have every justifiable right to state their side of respective cases, although the present sentiment seems to be that any attempt to give Congress accurate information regarding the country's industries constitutes an unqualified act against the laws. He briefly outlined the further investigation which is now on foot, which has really been instituted by the Forest Service for a different purpose. Former reports have been more or less of a detective nature whereas this report is aimed at getting the actual truth regarding the lumber business so that the public can be given some accurate conception as to cost of manufacturing and selling lumber in relation to selling price. He said that inasmuch as the Forest Service is prompted by a desire to give the lumber business an opportunity of fairly presenting these facts, the investigation should be supported by the lumbermen. Mr. Rhodes touched on other questions such as the recent decision in the fibre box case controversy; rate hearing, in which he said the lumbermen had shown the Interstate Commerce Commission that rates on lumber are now higher per ton mile and according to value than rates on other commodities; the Forest Products Exposition; mutual insurance and market conditions. He said that the success of the exposition is shown in the fact that it finished its first show with a cash balance of $7,000, which is a much better showing than that made by cement shows.

The chair then appointed a committee on nominations, which consisted of J. C. Knox of Bay City; G. Von Platen, Grand Rapids; M. D. Olds of Cheboygan; W. L. Saunders of Cadillac, and Mr. Rayburn of Alpena.

While this committee was debating, Secretary Knox read his report on the Forest Products Exposition, following which C. A. Bigelow raised the question as to minimum assessment. He maintained that those firms whose assessment of two cents per thousand feet cut aggregates less than twenty dollars should be charged that amount as a minimum figure. He also maintained that this assessment should be levied on members who are not actively engaged in lumbering but own stumpage.

President Richardson appointed the resolutions committee, composed of C. A. Bigelow, Bay City, W. C. Brownlee of Detroit and W. C. Hull of Traverse City, to draft resolutions on the recent death of F. A. Diggins of Cadillac. While the committee did not report before the sessions were completed, the secretary was instructed to send a copy to Mr. Diggins' family on behalf of the association.

The nominating committee then brought in recommendations for the election of the following officers:

PRESIDENT—C. T. Mitchell, Cadillac.
First Vice President—J. S. Hay, Traverse City.
Second Vice President—J. L. Murchison, Johannesburg.
Treasurer—H. Ballou, Cadillac.
Executive Committee—G. Von Platen, Grand Rapids; J. L. Richardson, Alpena; W. L. Saunders, Cadillac.
Directors for the Following Year—W. W. Mitchell, Cadillac; E. Hansen, Gladstone; G. Von Platen, Grand Rapids; H. Ballou, Cadillac; W. L. Martin, Cheboygan; D. H. Day, Grand Haven; R. J. Clark, Sault Ste. Marie; C. A. Bigelow, Bay City; R. W. Smith, Manistee; N. M. Langdon, Menominee; J. L. Richardson, Alpena; W. A. Carney, Ludington; C. T. Mitchell, Cadillac; J. C. Knox, Cadillac; M. D. Olds, Cheboygan; O. L. Larson, Manistee.

With the new president in the chair there was no further business and the meeting adjourned.

At a directors' meeting immediately following, J. C. Knox was elected secretary for the coming year.

## Wood-Inlay

Wood-inlay, in ivory, bone and thin brass plate, is carried on in Punjab, India. The ivory and bone work resembles the Italian intarsia, being equally effective, though less highly finished. It has been largely developed at Hoshiarpur within the last forty years, and, like the wood carving (with which it is often combined on the same piece), is now very largely exported. This "Hoshiarpur work" is an old industry of that place but up to about thirty-five years ago it had been mostly applied to the decoration of small articles, such as boxes, pen-cases, walking-sticks, and bathing pattens. Then the great development took place, and the work was applied to furniture, some handsome pieces being shown in the Lahore Exhibition of 1881-1882. The wood used is almost entirely sheeshum, though sometimes the North India ebony is used when procurable, and is very effective. Similar work is done in other parts of India where the work is as yet finer; but the Hoshiarpur work has a character of its own. It may be hoped that it will gradually improve in quality and design, if the artists and artisans are stimulated to do their best. As in the case of many other Indian art industries, however, the demand for cheap and hasty production is very harmful. The history of this inlay work in India is not at all clear. The work as practiced at Hoshiarpur may have been introduced by Italian artificers about the time of the building of the Taj Mahal, over 300 years ago. There is a tradition that Shah Abbas sent art students to Rome from Persia, and the art of intarsia, learned in Italy, may have come, like other arts, to the Punjab from Persia. It is said to have been introduced into Mysore in the time of Haider Ali. Haider Ali came originally from the Punjab and he may have brought or sent for artificers from north India. Again, in Mysore, there is an idea that intarsia was introduced into north India by Italian merchants. It seems not at all improbable that Florence, where similar work still flourishes, has been the mother city of the work, whence it has spread into the East.

# A World-Wide Lumber Study

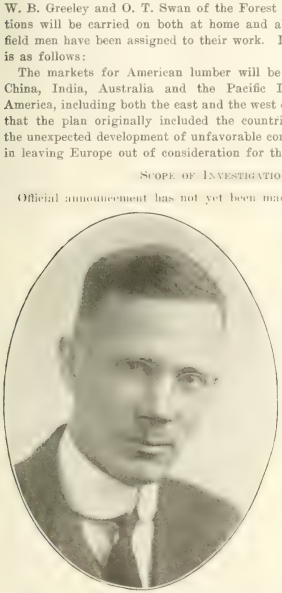
A study of the lumber situation throughout the world, and particularly of uses and manufacturing in the United States, has been planned jointly by the United States Forest Service, the Bureau of Foreign and Domestic Commerce and the Bureau of Corporations.

It is said that the work will be largely under the management of W. B. Greeley and O. T. Swan of the Forest Service. The investigations will be carried on both at home and abroad, and most of the field men have been assigned to their work. In brief outline the plan is as follows:

The markets for American lumber will be investigated in Japan, China, India, Australia and the Pacific Islands; and in South America, including both the east and the west coasts. It is understood that the plan originally included the countries of Europe also, but the unexpected development of unfavorable conditions there will result in leaving Europe out of consideration for the present.

### Scope of Investigation

Official announcement has not yet been made of the details of the proposed study, but it is learned on good authority that it will include extensive travel in South America and in the Orient. The kinds and quantities of American lumber now entering those countries is well known: but the many uses to which it is put when it arrives there are not so well known. The investigation will include uses.



FRANKLIN H. SMITH, WHO WILL STUDY MARKETS FOR LUMBER IN JAPAN, CHINA, INDIA, AUSTRALIA, AND THE PACIFIC ISLANDS

That would be comparatively easy if it stopped there, but it is the purpose to push the work further by looking into possibilities for increased trade. That, in fact, is the gist of the whole matter, for it is more business that is wanted. It will be necessary to look into the status of wood which comes in competition with American lumber shipped abroad. This can best be done in each separate country visited. It will be greatly to the advantage of the American lumber exporter if he knows what kind of wood his product must meet in competition on the other side; how much there is of it; how cheap or expensive it is; and in what way it is bought and sold.

In this connection, it is important to know all about transportation facilities, charges, customs and usages. With that information at hand, the American lumber exporter will know what he must meet and can judge of his ability to contend successfully for the business.

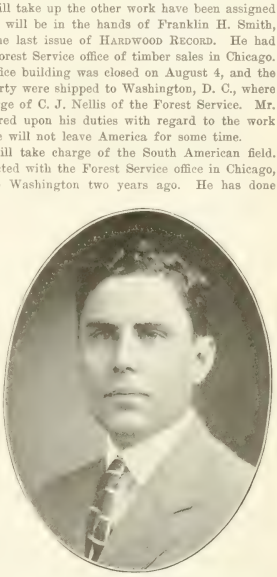
### Work at Home

Side by side with the investigation of the foreign field, a study will be carried on at home. It will relate to the uses of woods, particularly with the manufacturing end, beginning in the forest, following the wood through the sawmill, the factory, and to its final place in the country's industries. A great deal of work has already been done along those lines, and the results have been published in a series of state reports of wood uses and in special reports for certain woods. It is understood, however, that the further study will be devoted rather to the modus operandi of logging, transportation, milling and conversion in factories, with incidental consideration of side issues. The problem of preventing waste will be considered from every angle.

### Forces in the Field

The field of operation covers three continents, with some thousands of islands thrown in. Leaving Europe out of consideration for the present, the men who will take up the other work have been assigned their jobs. The Orient will be in the hands of Franklin H. Smith, as was announced in the last issue of Hardwood Record. He had been in charge of the Forest Service office of timber sales in Chicago. The office in the Postoffice building was closed on August 4, and the records and other property were shipped to Washington, D. C., where the work will be in charge of C. J. Nellis of the Forest Service. Mr. Smith has already entered upon his duties with regard to the work in the Far East, but he will not leave America for some time.

Roger E. Simmons will take charge of the South American field. He was formerly connected with the Forest Service office in Chicago, but was transferred to Washington two years ago. He has done much valuable work, including reports on the wood-using industries of North Carolina, Kentucky, Illinois, Maine, New Hampshire, West Virginia and Pennsylvania. Those for Pennsylvania and West Virginia have not yet been published. He was formerly with the Bureau of Corporations and assisted in taking the standing timber census of the United States. He is a native of Hagerstown, Md.



ROGER E. SIMMONS, WHO WILL INVESTIGATE FIELD, LUMBER MARKETS AND FOREST RESOURCES OF THE VARIOUS COUNTRIES OF SOUTH AMERICA

The study of manufacture and utilization in the United States will, it is understood, be carried out by Mr. Bryant and Austin Cary of the Forest Service, Mr. Bryant of Yale University and several examiners of the Bureau of Corporations.

No time has been stated in which the work will be finished. From the nature of the case that is impossible. The ability and experience of those who have the business in hand is proof that it will be pushed vigorously, fully carried out, and that the best possible results will be achieved.

It is no small undertaking to examine the particular requirements of all the markets where American lumber is being sold, but the work is only half completed when that has been done. If there were no expectation of extending the markets it would be a waste of time to undertake the investigation. The best campaign which can be made for the purpose of opening new fields of trade for the products of American forests is to acquaint prospective purchasers with what this country has to offer. That requires a business knowledge of the properties, qualities and quantities of the lumber which our forests can supply, the prices at which it can be delivered, and the time it will take.

It is evident that the men who have been entrusted with this missionary work in foreign lands will have their hands full if they fulfill the missions assigned them. With few exceptions their work lies in countries where foreign languages are spoken.

# Pertinent Legal Findings

### DUTY IN FLOATING LOGS

[illegible]

### MINNESOTA COMPENSATION LAW VALID

[illegible]

### IMPROVEMENTS WHICH ARE NOT LIENABLE

Persons in possession of property under a mere contract of purchase have no such interest therein as will subject the property to a mechanic's lien for materials furnished for the erection of an improvement thereon, without the owner's consent. (Texas Court of Civil Appeals, Wilkerson & Satterfield vs. McMurry, 167 Southwestern Reporter 275.)

### FACILITIES FOR LOADING LOGS

A railway company cannot be required to afford facilities for loading of logs between stations, but if the company negligently fails to furnish such facilities at shipping points it is liable for all damages resulting therefrom to a shipper. (Mississippi Valley Railroad Company vs. Crawford, 65 Southern Reporter 462.)

### CONVEYANCES OF "MERCHANTABLE" TIMBER

A conveyance of "merchantable" timber standing on land, with permission to remove the same within a given period, includes only such timber as is merchantable at the time the conveyance is made, not including trees which become merchantable before the removal is completed. (Alabama Supreme Court, Wright vs. Bentley Lumber Company, 65 Southern Reporter 353.)

### CUSTOM AS ELEMENT OF CONTRACT

In a suit to recover overpayments on lumber, quantities of which had been warranted by defendant, plaintiff was entitled to show a prevailing custom among lumber manufacturers relating to settlement under such contracts, where the effect was to explain rather than contradict the terms of the written contract which existed between the parties. (New Haven Supreme Court, New England Box Company vs. Flint, 90 Atlantic Reporter 789.)

### DAMAGES FOR BREAKING CONTRACT OF SALE

When one who has contracted to sell lumber fails or refuses to deliver the same, the damages recoverable by the buyer is ordinarily measured by the difference between the contract price and the market price at the time and place for delivery fixed by the contract, and the buyer, for his own protection, has the right, under such circumstances, to buy other goods of the same kind in the open market and charge the difference in price to the seller's account. (Virginia Supreme Court of Appeals, Richardson Construction Company vs. Whiting Lumber Company, 82 Southeastern Reporter 86.)

### CONTRACTOR'S LIABILITY ON PROMISE

A dealer who furnishes building materials to a subcontractor on the strength of a promise by the principal contractor to withhold enough money to pay for such materials can hold the latter liable for the price of the materials on his failing to retain the funds as promised. (Kentucky Court of Appeals, Fairbanks, Morse & Co. vs. Tafel, 167 Southwestern Reporter 887.)

### ILLINOIS MECHANICS' LIEN LAW

The Illinois mechanics' lien law is unconstitutional so far as it gives a subcontractor or a materialman a lien for materials furnished to a building contractor where the principal contract contains a provision that no lien shall be filed by any contractor, [illegible] Supreme Court, Eaton Lumber & Heating Company vs. Wm. Wrigley, Jr., Co., 105 North Eastern Reporter 74.)

### SUFFICIENCY OF MEMORANDUM OF SALE—DAMAGES FOR BREACH OF CONTRACT

A memorandum [illegible] "Sold H. & F. Company [illegible] M. H. & F. option of increasing to 500M of J. C. Turner bar stock—22,000," etc., sufficiently stated the quantity of lumber to be sold, within the requirement of the New York statutes that a contract to sell goods at a price of $50 or more shall be evidenced in writing. The damages recoverable for breach of agreement made in September to sell a cargo of lumber, no time for delivery being fixed by the contract, are to be measured by the excess of the market value of the lumber the following spring, at the place of delivery contemplated by the contract, over the contract price; it appearing that the following spring would have been a reasonable time for delivery. (New York Supreme Court, First Appellate Division; Langstroth vs. J. C. Turner Cypress Lumber Company, 148 New York Supplement 224.)

### RISK OF FALLING DERRICK NOT ASSUMED

An employe of a cooperage company did not assume the risk of being injured through fall of a derrick, caused by one of the guy wires being cut by sharp edges of a plate to which it was fastened at the top of the mast. (Arkansas Supreme Court, Burdette Cooperage Co. vs. Bunting, 167 Southwestern Reporter, 77.)

### BUYER'S DELINQUENCY EXCUSES FURTHER DELIVERY

In a suit to recover the price of 157,275 feet of lumber of a total of 236,085 called for by a contract of sale, it was sufficient excuse for plaintiff's failure to deliver the remainder of the lumber that defendant had failed to pay for deliveries made, according to the terms of the contract. (Texas Court of Civil Appeals, Fink vs. San Augustine Grocery Co., 167 Southwestern Reporter, 35.)

### LIABILITY OF SHIPPER FOR DEMURRAGE CHARGES

If the consignee of a carload shipment refuses to receive the same, and the carrying railway company notifies the shipper of that fact, the latter becomes liable for demurrage, as well as freight charges, and the carrier has a lien for the total amount of such charges. (West Virginia Supreme Court of Appeals, Baltimore & Ohio Railroad Co. vs. Luella Coal & Coke Co., 81 Southeastern Reporter 1044.)

## Why Complain of Threatened Lumber Famine?

According to a little news note in one of Hearst's Chicago papers of recent date, the rate of growth of mahogany is shown in Southern Nigeria, where the site of a town destroyed sixty years ago has been covered with a forest containing mahogany trees, some of which are more than ten feet in diameter.

Considering this statement casually, one would say that this is really a remarkable accomplishment on the part of any tree. This article leads one to wonder why anybody should worry as to the future source of supply of hardwood lumber. According to this item, it will merely be necessary to plant a few acres to mahogany and in the course of five or ten years we will have saw-logs which will enable us to use this beautiful wood for the most commonplace purposes. If ten feet in diameter is accomplished in sixty years, saw-logs of medium size, say three or four feet in diameter, will grow in the course of ten or fifteen years. Saw-logs big enough for the manufacture of excellent lumber will be formed in five or six years. If this fact is true, why not cease to worry about this conservation agitation, but go right ahead and saw up our present trees as fast as possible, as with this phenomenal development future generations will be absolutely assured of ample hardwood timber for all purposes.

We are, indeed, indebted to Mr. Hearst and his journalistic excellence for this very valuable discovery.

# The Railroad Rate Decision

The Interstate Commerce Commission has handed down its decision in the railroad rate case, by granting an increase of five per cent in Central Freight Association territory, but with a number of exceptions. This territory lies between the Mississippi river and Pittsburgh and Buffalo. Two commissioners, McChord and Daniels, filed dissenting opinions. They hold that the increase should have extended to New England instead of stopping at Buffalo and Pittsburgh.

The commodity rates excluded from the five per cent increase include coal, coke, brick, tile, clay, starch, cement, iron ore, and plaster. It was considered that the rates on these were high enough.

About thirty-five per cent of the total commodities in Central territory will receive no advance. It is estimated that the income for the railroads in this territory will be increased about one and one-half per cent, or something more than $10,000,000 a year.

While the eastern and New England lines do not share directly in the advance, they will indirectly profit by it because several of the lines have large mileage in Central territory.

It is believed that in some instances the advanced rates can be put into effect within a month, but in other cases several months will be needed to prepare schedules and put them in operation. Many complicated matters must first be worked out.

ADVICE FREELY GIVEN

The commission discussed many points other than a direct advance in freight rates. Along some lines a general overhauling of business methods was advised, thereby to cut down expense, or increase revenue, or both. In some instances passenger rates need adjusting, in order that this service may be carried on at a profit. The commission expressed its strong disapproval of the policy of increasing freight rates for the purpose of making up the deficiency of passenger service.

The commission recommends that the practice of granting free transportation of passengers and private cars should be further restricted by the carriers, and calls attention to the fact that during the eleven months ending November 30, 1913, seventy-eight roads in official classification territory issued 629,668 annual passes and 408,848 passes for shorter terms, and, in addition thereto, in the single month of June, 1913, issued passes for single trips to the number of 482,709. The commission says June is perhaps not a representative month, but at that rate the number of trip passes issued in the year would be approximately 5,792,500, representing over 1,000,000,000 passenger miles. The amount of travel on annual and term passes has not been determined.

At the average rate per passenger mile in official classification territory in 1913, the passenger miles represented by trip passes alone would have yielded in passenger revenue $18,520,000.

If to trip passes is added the travel on annual and term passes, it will perhaps be found that the travel on passes exceeds 10 per cent of the total passenger travel in official classification territory.

ABUSE OF PRIVATE CAR PRIVILEGE

It is pointed out that the private car privilege is greatly abused, and if that extravagance were properly curbed, the roads would be in less pressing need of revenue for other purposes. Eighty-eight roads, for which statistics were compiled, hauled private cars at a cost of nearly three-quarters of a million dollars a year.

This subject is dealt with somewhat at length in the commission's report, and it appears that the wives of officials, and often not very high officials at that, are exceedingly liberal patrons of private cars which are hauled at the expense of the stockholders. Free transportation which one lady and her daughter received in private cars in one year, would have cost $3,577 if it had been paid for at regular rates.

The commission designates this abuse as a part of the transportation business which needs reforming in order to provide more money from the road's commercial business. If substantial retrenchments are made in free transportation of passengers, there will be less need for freight advance.

THE FUEL BILL

The commission calls attention to the fact that fuel, next to wages, is the largest item in operating expenses; that the railroads in the United States report their aggregate fuel cost to be about $250,000,000 a year, and that the cost of coal is increasing, and adds:

"Much has been done in recent years by means of mechanical devices and otherwise to reduce fuel costs . . . but it has been demonstrated clearly that by knowledge and care on the part of employes and the management much greater saving can be made."

It is further recommended that all expiring sleeping car contracts should be carefully examined before being renewed.

The commission recommends a careful review of methods of increasing freight car efficiency, saying:

"Taking the average of all roads in official classification territory for the whole year, the time a car is moving in trains probably does not exceed three days out of thirty, and the car is under load two out of those three days. Furthermore, the cars under load are loaded on an average to only about fifty-eight per cent of their capacity. The percentages of empty movement and of waste capacity in moving cars have both grown."

## Influence of the Bungalow

The bungalow has taken a pretty deep hold of American tastes and apparently there is nothing temporary about it. One of the innovations which is largely due to the bungalow is the more extensive use of furniture made of rattan, sea grass and other rustic materials. A recent consular report states that the export of such furniture from southern China to the United States was one hundred per cent greater in 1913 than in 1912, and the growing popularity of the bungalow style of house is credited with the increased demand in this country for that kind of furniture.

The bungalow seems to be one of the ideas which savages gave to civilized man. It developed naturally in different tropical countries which had no communication with one another. The black man of Africa's jungles and the brown man of the cannibal islands built bungalows so much alike that one might easily be mistaken for the other. White men appropriated the idea and have made various improvements in plans, and in many parts of the civilized world the bungalow has become a prominent and common style of residence.

The idea is that the occupant must live as much as possible out of doors, yet not actually exposed to the inclemencies of the weather. The wide, open porch, the large window, the spacious hall, are part of the plan. It is here that rustic furniture has its stronghold. Glued joinings and polished wood do not stand well in the open air. The mahogany porch rocker gives place to one of rattan, reed, grass, willow, or some other kind that will not warp out of shape or blister and peel if damp air strikes it in early morning or late at evening.

The bungalow fosters notions of airy lightness, and those notions find their interpretation in furniture which has much of its usefulness out of doors. The vine and the fig tree, speaking figuratively, must have harmonious environment, such as the rustic bench, the porch swing, the reed rocker, and the camp chair.

It is said to cost as much to bring rattan and grass furniture from China to America as it costs in China. More seagrass furniture than that of rattan comes to this country from beyond the Pacific. The reduction of twenty per cent ad valorem in the tariff rates on imported furniture is counted on to greatly stimulate importations from China. At the same time it will probably result in a decrease of home manufactures of willow and other kinds of rustic furniture.

Satisfied customers are first aids to holding trade through dull times and good, and the only way for the millman to have these is to ship just what he promises to ship.

# The Lumbermen's Round Table

## DANGER FROM INSECURE STACKS

The current issue of Factory, the Chicago monthly, calls attention to the danger resulting from insecure piling of lumber, as a collapse of such a pile could be attended by serious consequences to those in the vicinity. While it is true that if a stack were to fall it would likely hurt somebody, few accidents of this kind are reported from lumber yards. The chances are that most of the poor piling is at factories, where less expert help is employed, as a rule. The lumber is put up hurriedly, as it is usually planned to use it in a short time, and in a case of this kind it is likely to be stacked without much attention to safety. While a few poorly managed yards have piles which need attention, the typical hardwood yard is well beyond criticism in this respect.

## "PAID IN FULL"

A hardwood lumber dealer had an experience recently which may be of interest to others who have accounts in dispute occasionally. This lumberman received a check for $400 from a customer, which was about $40 less than the amount of the invoice, the car having been "cut" to this extent by the user, who claimed that there was that much off-grade stock in the shipment.

The check was endorsed, "in full settlement of account." The lumberman wrote back that he was receiving the payment "on account," and was expecting to be paid the remainder of the invoice. He deposited the check, and took up the question of collecting the balance with his agency.

It developed, however, that use of the check, with its specific endorsement of full settlement, made it impossible to collect the remainder, as this operated as a receipt in full. State laws doubtless vary on this point, but it is a good idea not to use such a check unless the endorsement can be altered. On the other hand, when a check for most of the amount is received, the lumberman doesn't like the idea of returning it and putting the entire amount at hazard.

## SELLING ON CONSIGNMENT

Some of the manufacturers who have been shipping their lumber abroad to be sold in the export markets by the commission men are gradually coming to the opinion, if one may judge by the number of foreign trips which are being taken nowadays by their representatives, that direct selling work is the proper system.

It is pretty difficult to control the sale of lumber three thousand miles away, and giving the foreign brokers credit for good intentions, it is obvious that the interests of the seller are not always taken care of to the best advantage. While it is expensive to make the sales direct, the bigger concerns are gradually swinging around to it, and it would not be surprising to see the bulk of the export business handled this way, ultimately. For some time to come, however, the exporters will probably feel out the situation and experiment with new methods to see whether it is possible to make an improvement on the consignment system.

## OAK PROSPECTS IMPROVING

Those who have believed that oak is in a bad way on account of the attitude of important consumers may remember that just as there's nothing like leather, there's nothing like oak. Furniture manufacturers and dealers say that oak looks like the one best bet for the coming season. The July shows developed an unusually large amount of fumed oak, for while this finish has been offered for a number of years, it has never taken hold the way the manufacturers have thought it should, and they have been pushing it unusually hard this time. One of the difficulties in this situation, by the way, is the trouble the retailers have in matching up the different degrees of fuming shown in the goods shipped them from the factories. The same factory often fails to keep the color uniform, and this makes the finish more or less unpopular with the dealers.

A finish which has attracted much attention, and which if successful will help out, as it is an oak proposition, is what is known as Kenar gray. It makes a very cool looking piece of furniture, and for breakfast rooms, summer homes, hotels, etc., it ought to be very popular. These and other developments affecting oak make prospects for this wood especially good in the furniture trade.

## HELPING THE SALESMAN

One of the best ways to improve the work of the salesman is to give them something definite to concentrate on.

Houses in other lines have found that it pays to have lists of special items which must be moved promptly, and to pay a bonus of some kind for sales of this stock. This does not interfere seriously with business on the regular lines, but it gives the man on the road something to push, and enables him to have an entering wedge in the shape of a special proposition, such as all buyers are looking for.

Nearly every lumber concern has certain items which need moving, and which it would be willing to pay a special commission on. This need not be great, but should be enough to stimulate the interest of the salesmen. What with a weekly bulletin containing this list, and weekly checks as well, covering sales from it, the salesmen are pretty sure to be kept up to the mark in moving the odd lots which the concern has to offer.

## CUTTING FOR QUALITY

The mooted question of whether or not the mill should cut for quantity or quality will probably never be settled definitely, and each mill must be run according to the policy decided on by the owner as best for that particular operation. Those who believe that in a big mill, which must get production to take care of the large overhead expense, it is best to adhere to one thickness, without regard to the grades produced, may be interested in this view, on the other side of the question, which was given by a man who is interested in four or five lumber manufacturing enterprises:

"I believe that the tendency to cut for quality must be emphasized if the manufacturer is to come out on the right side. The increasing cost of timber means that we must make the most of it in order to save the profit. The concern which pays no attention to grade and cuts for quantity only is going to get lumber well below the grade of that which tries to cut each log to the best advantage. There is no reason why satisfactory speed should not be secured by the mill of the latter type; in fact, in my own plants that is the policy, and we cut as much lumber per day as our neighbors.

"It seems to me that the trend of events is bound to favor the manufacturer who tries to cut the best lumber he can out of his logs, rather than the chap who slams them through without caring about the grades which are produced in this fashion."

## UNIFORMITY IN VENEERED WORK

Those who advocate the use of veneered work think that they have a splendid argument in the interior trim of the new men's building of Marshall Field & Co., of Chicago, which is finished in American walnut. The panels are beautiful, and not only in color but also in figure they are so much alike that it is difficult to find even a slight variation among them.

While it is possible that the same results would have been secured with the use of solid lumber, had the boards cut from each log been kept together, there is no doubt that this plan, regularly used in the veneer business, helps to bring out the most beautiful effects it is possible to secure. Uniformity in color, of course, is largely a matter of staining, but when it comes to the figure of the wood, there must be careful selection, coupled with the use of veneers cut from the same logs and the same tree, if possible.

# The Mail Bag

**Any reader of HARDWOOD RECORD desiring to communicate with any of the inquirers listed in this section can have the addresses on written request to the Mail Bag Department, HARDWOOD RECORD, 537 South Dearborn Street, Chicago, and referring to the number at the head of each letter and enclosing a self-addressed stamped envelope.**

### B 763—Wants to Buy Shuttle Manufacturing Machinery

Rouleres, Belgium, July 15.—Editor HARDWOOD RECORD: Will appreciate your letting us know the names of woodworking machinery makers who manufacture machines for the economical manufacture of shuttles. Our business is growing larger and larger and we are wanting new machinery. VERMEULEN FRERES.

HARDWOOD RECORD has given to this concern the names of two or three manufacturers who can probably take care of the requirements. Others interested may address this office.—EDITOR.

### B 764—Wants Name of Handler of Coubaril

Montreal, July 27.—Editor HARDWOOD RECORD: We are in the market for a quantity of Coubaril, which is a species of gum of a light color, somewhat similar to mahogany in texture. Can you let us know where we can get this among your advertisers? We have written several hardwood dealers but up to the present time have not been able to locate it. COMPANY, LTD.

HARDWOOD RECORD must confess that it is not familiar with this wood and does not know exactly who might handle it, but has given the above correspondent the names of several likely prospects. Anyone handling this wood or knowing where it can be procured will confer a favor upon HARDWOOD RECORD by writing immediately.—EDITOR.

# Clubs and Associations

### New Executive Committee for National Association

The executive committee of the National Hardwood Lumber Association which will serve for the coming year is announced as follows:

C. H. Barnaby, Greencastle, Ind.; Theodore Luthmer, Chicago; T. M. Brown, Louisville; W. M. Chamberlain, Boston, Mass.

As usual the president will serve as chairman of the committee.

### Northern Logging Superintendents Will Meet

Secretary R. S. Kellogg of the Northern Hemlock and Hardwood Manufacturers' Association has issued an announcement of the meeting of the logging superintendents of members of the association to be held at Green Bay, Wis., on Saturday, August 29. An early date has been chosen in order that the information developed at the meeting may be used in planning operations for the coming winter. Last year's meeting was a great success and every member of the association would benefit by sending its representative to the meeting this year.

### An Invitation to All

The lumbermen of Winnipeg extend an invitation to all members of the lumber and allied trades, whether or not they are members of Hoo-Hoo, to visit Winnipeg on September 7-12 during the lumbermen's "get-together" week, for which elaborate preparations are being made. It is expected that the largest gathering of lumbermen ever seen at one time will be in attendance.

Winnipeg offers many interesting features which would amply reward one for the trip. No city on the North American continent has grown so fast as this one and none is now on a more solid or secure foundation. The ardent advocates of that city claim that it is destined to be the metropolis of the new world.

It is proposed to arrange for a special train to leave Chicago Sunday evening, September 6, arriving at St. Paul Monday morning, September 7. Monday will be spent in St. Paul and Minneapolis and the train will pull out again Monday evening and arrive in Winnipeg Tuesday morning, September 8. This is Ossirian Cloister day. Those interested are requested to write W. M. Stephenson, Wright building, St. Louis, Mo., for further information.

### Philadelphia Wholesalers in Annual Outing

The annual summer meeting and outing of the Philadelphia Wholesale Lumber Dealers' Association, which, through the courtesy of its president, Ralph Souder, was held at the Huntingdon Valley Country Club, Noble Station, Pa., of which he is a member, on July 23, proved an interesting one. Fourteen members of the association, who are devotees of the seductive golf, availed themselves of this outing to indulge in a spirited game on these famous links. Fifteen of the members less sportively inclined arrived in time for the dinner, which for the club caterer was a culinary triumph, served at 7:30 p. m. As the business meetings on these occasions are usually of a perfunctory character and soon disposed of, President Ralph Souder called on John W. Long of New York, E. J. White and others for speeches, but Mr. Long seemed to think by the compliance with the request an eminently good thing, as it was, might be spoiled, and so evaded the invitation. Robert G. Kay, however, on solicitation, launched forth into a serious talk on the precarious condition of business and the uncertainty of the outlook, which was listened to with much interest. Owen M. Bruner, who has made a study of the Panama canal and its possibilities, stated that on account of another serious landslide in this famous ditch, there was very little probability that regular traffic will be open through the canal in time for the Panama Exposition, and that vessels especially loaded for an early trip would be forced to go around the Horn. He also deplored the lack of sufficient capacity at the various Atlantic sea ports to handle large vessels in the efficient unloading of lumber. The expenditures necessary to conduct these conveyances would be large, if it would be impossible to unload them even in Philadelphia at the Pearson & Ludascher's wharves, which are the largest and best on the Atlantic seaboard. Lighters would have to be employed, which naturally would make the cost heavier.

Thomas B. Hammer had his word also as to the Canal problem. Frederick S. Underhill, who in the early part of the dinner declined to be drawn into an after-dinner speech, relented and spoke with emphasis to the members on the pending serious car shortage. A million cars will be needed at once by the railroads, he said, to move the crops now harvesting; consequently the trade, especially the lumber buyers, are going to be up against it before long. He urged that thorough publicity of this precarious condition be given to the buyers of lumber that they may be impressed with the fact that any delay in buying will result in hardship in the near future.

Thanks were voted to Ralph Souder and the Huntingdon Valley Country Club for courtesies extended, after which closed one of the liveliest and most enjoyable summer outings ever held by this serious-minded but no less jolly bunch of hustling lumbermen.

### Meeting to Discuss Lumber Drying

A meeting of owners of Kraetzer preparators was held at Memphis, July 25, in the rooms of the Gum Lumber Manufacturers' Association. H. B. Weiss of George C. Brown & Co., Proctor, Ark., to whose efforts the meeting was largely due, presided. The attendance was satisfactory; representatives from the following firms being present: Bennett Hardwood Lumber Company, Memphis, Tenn.; George C. Brown & Co., Proctor, Ark.; Russe & Burgess, Inc., Memphis, Tenn.; Kraetzer-Cured Lumber Company, Moorehead, Miss.; Lamb-Fish Lumber Company, Charleston, Miss.; Poinsett Lumber & Manufacturing Company, Truman, Ark.; the Desha Lumber Company, Lake Providence, La.; Himmelberger-Harrison Lumber Company, Cape Girardeau, Mo.; May Brothers, Memphis, Tenn.; Penrod-Jurden-McCowen Lumber Company, Brassfield, Ark.; Hugh McLean Lumber Company, Memphis, Tenn.

Inasmuch as the meeting was more or less informal, the discussion was general and it was apparent that every one present was receptive to information and no one particularly anxious to impart any. Considerable information, however, was incidentally disseminated.

The most interesting talk was delivered by J. H. Himmelberger, who emphasized the importance of ample ventilation, his argument being that on account of the rapid evaporation of the moisture from steamed lumber, a greater volume of air must be moved over the lumber for taking up this moisture and carrying it off. He cited as an instance the fact that on ordinary air-dried lumber, their practice had been to move the air in their kilns once every twenty minutes. They found this was not drying Kraetzer-cured lumber fast enough, so they are now moving the air once every ten minutes with far better results and are building two more kilns in which they will be able to move the air once every five minutes. Judging from their results so far, the steam treated lumber can be dried still faster and better.

Mr. Himmelberger's views met with general approval.

B. F. Dulweber cautioned against shipping lumber too soon. He argued that it is better all around to hold the lumber long enough to take advantage of its reduction in weight to less than ordinary lumber, thereby saving on freight and delivering more satisfactory lumber to the customer. He ventured the opinion that some producers of Kraetzer-cured lumber have been marketing it too quickly and when trouble developed it could be traced back to the fact that the lumber had not been sufficiently dried. This argument met with support. In fact, another gentleman said that some of the users had been entirely too optimistic in their estimation of the results of steaming lumber under pressure and that in his opinion the results were gratifying enough, without expecting miracles.

After a lunch at the Gayoso had mellowed the atmosphere (be it known that the laws of Tennessee were strictly observed) it developed that the owners of preparators had little difficulty in moving Kraetzer-cured lumber, even under the present conditions, and obtaining a better price for it than for ordinary untreated lumber. One gentleman's statement that he was getting a premium of $3.00 per thousand was doubted, but as he stoutly asserted it was the truth, the doubters seemed crestfallen at not having equaled him.

### Announcement of New Rule on Wagon Box Boards

Pending the reprint of the grading rules book, the new rule has been issued in form of a single page insert. It follows:

Basswood, Bay Poplar (Tupelo), Cottonwood, Gum, Poplar and Magnolia.

NOTE—Five per cent in feet of shipment that can be reduced in measurement by cutting the end or edge or both to a size ordered must be

# With the Trade

### New Chicago Organization

### Big Prices at Ward Timber Auction

Practically all of the big lumber interests of Michigan were represented at the opening day of the auction sale of the estate of the late David Ward, which was held at the court house of Bay County, Michigan, this week. The lands lie mostly north of Bay City and are heavily loaded with hardwood. The choicest parcels were sold the opening day. The sale was not marked by sharp bidding and heirs of the estate bid in for much of the property. The opening day sales totaled $564,000 for 6,161 acres, an average price of about $91.54 an acre. Following are the first day sales: J. T. Wylie, Saginaw, Mich., 320 acres, $39,000; W. C. Ward, Orchard Lake, Mich., 3,221 acres, $290,000; the East Jordan Lumber Company, East Jordan, Mich., 1,560 acres, $140,000, and F. B. Ward, Bay City, 1,060 acres, $95,000. The sale was ordered by the circuit court of Bay county so that an accurate division of the Ward millions might be made among the heirs.

### Big Timber Deal Reported

It is rumored that a deal of considerable magnitude was recently consummated in the East whereby John H. McDonald of Carthage, N. Y., and Levy S. Clough of Warren, Pa., completed arrangements at Utica for the sale of 20,000 acres of timberland in Lewis and Oswego counties, Pennsylvania and New York capitalists are said to be the purchasers. It is further reported that the deal involves about $3,000,000.

The land is designated as the White tract and is located in the Tug Hill country. According to reported estimates, it contains considerable quantities of hardwood and also lesser quantities of soft wood. It is planned to extend a railroad for twenty-five miles from Rome to operate the tract. Ten miles of logging road will also be installed and mills will be built as soon as machinery can be hauled in.

### Furniture Factory Destroyed in Winnipeg

### Will Enlarge Flooring Plant

It is planned to double the capacity of the flooring plant of William S. Whiting, Asheville, N. C., the plant being at Elizabethton, Carter county, Tenn. Mr. Whiting has interested J. B. McBride, a wealthy hardwood man of New York, in the project. The name of the company has been changed to the Elizabethton Flooring Company.

The principal products will be parquet flooring and straight flooring in maple and oak. The plant will have a daily capacity of 10,000 feet of finished flooring. It will be remodeled and new machinery installed. The excellent timber surrounding this point indicates that the plant will be entered on permanent and extensive

### More Standard Dry Kilns at Evansville

Maley & Wertz, large hardwood manufacturers at Evansville, Ind., have contracted with the Standard Dry Kiln Company of Indianapolis for the installation of a Standard moist air dry kiln, consisting of two large drying rooms. Both the building and equipment are to be of the highest grade and most modern fireproof construction.

Another Evansville concern, the E. Q. Smith Chair Company, is also putting in the Standard dry kiln. This plant will have a single-room Standard outfit, 75x20 feet, of the latest fireproof type.

### J. H. Townshend Goes to Washington

### Prominent Lumbermen Meet Death in Auto Accident

On Monday evening, July 27, two prominent members of the lumber trade in Chicago met a tragic and instantaneous death when an auto in which they were riding with relatives and friends was smashed by an express train on the Chicago and Northwestern Railroad at Ravinia Park near Chicago. William P. Bowring, secretary and treasurer of the C. H. Worcester Lumber Company, 19 South La Salle street, Chicago, was using Mr. Worcester's car for the evening and had invited several friends to ride to Ravinia for the opening of the period of grand opera. The machine was driven by Mr. Worcester's chauffeur, who has been with the family for nearly twenty years in this and other capacities and was reputed to be a careful and efficient driver.

On account of road repairs the party followed a route which carried them across the tracks at an unguarded and dangerous point and it seems that just as the car reached the tracks the engine went dead, and before any of the occupants could move, the Northwestern train, going fifty miles an hour, crashed into them, completely demolishing the machine and killing or injuring all its occupants.

Besides Mr. Bowring, those who were killed were James W. Benham, secretary of the Nnugle Pole and Tie Company, Chicago; Mrs. Benham; E. H. Wunderle, son of H. O. Wunderle, vice-president of Riddle & Wunderle, stationers and printers of Chicago; and Mathias Terts, the chauffeur. Those injured were, Miss Alice Barler, daughter of A. C. Barler, who is president of A. C. Barler Manufacturing Company of Chicago; George H. Miller, attorney, Evanston, Ill.; and Mrs. Catherine Sazer, of the Moraine hotel, Highland Park, Ill.

The tragedy is one of the worst in Chicago's long list of horrible automobile accidents, and it makes it doubly regrettable to feel that it could have been avoided had the railroad made proper precautions to safeguard this crossing.

The train was forced to go for some distance after the accident before stopping and on going back the members of the crew found parts of the auto and bodies of the dead strewn for half a mile beyond the point of collision. The injured were immediately rushed to a hospital and the bodies were taken to Lake Forest. Miss Barler, who was less seriously injured than any of the others in the car, was carried on the engine pilot until the train was stopped.

Mr. Bowring and Mr. Worcester have been personal friends as well as business associates for the past thirty years. Mr. Bowring held a position at Detroit up to 1898, at which time he accepted employment with his friend, taking care of the financial end of the business, and has worked in this capacity every since. His employment has taken him at the company's operations, in addition to his work as secretary and treasurer at the Chicago office. He was born at Detroit in 1861 and was never married. Mr. Benham has been a prominent member of the

northern cedar fraternity and since January has been president of the association. He was forty-eight years old. Mrs. Benham was forty-one years old. As a result of their death, the daughter Mary, seven years old, is left an orphan.

The funeral of Mr. Bowring was held Friday afternoon, July 31, at the home of Henry E. Southwell, father-in-law of Mr. Worcester. He leaves two sisters, Mrs. J. P. Wakeley of Detroit, Mich. and Mrs. Fred Powers of Los Angeles, Cal., also two brothers, R. S. Bowring of Chicago and Frank Bowring of Oakland, Cal. The remains were taken to Detroit following the ceremony for interment. A double ceremony was performed at Boydston Brothers' chapel, Cottage Grove avenue for Mr. and Mrs. Benham. The interment will be at Oakland, Cal.

### Death of James Madison Card

On July 21, 1914, occurred the death of J. M. Card of Chattanooga, Tenn., at Virginia Beach hotel, near Norfolk, Va. Death was due to heart failure. He had been in poor health for many months and had gone to Virginia Beach, accompanied by Mrs. Card, in hope of regaining his health.

James Madison Card was born November 15, 1868, at the old Holland homestead, near Scottsboro, Ala., which has been in his mother's family since 1818. His father was Benjamin Card, a native of Bedford county, Tennessee, who served throughout the Civil war in the confederate army and spent the close of his life after the war in contracting and farming at Scottsboro, Ala. Mr. Card's mother was Miss Maria Holland, who was born in Hollywood, Ala., and is now living at the Holland home in that city.

THE LATE J. M. CARD OF CHATTANOOGA, TENN.

Mr. Card graduated from the Scottsboro grammar school in 1893 and the next year went into the lumber business, of which he had considerable knowledge gained while working in the woods and on sawmills while earning money to complete his education.

He became one of the foremost figures in the hardwood trade of this country, having taken a prominent part in the work of both the National Hardwood Lumber Association and the National Lumber Exporters' Association. He served on the grading rules committee of the former association for several years, and at the 1912 annual meeting of the National Hardwood Association was elected vice-president, a position which he occupied for two terms. Mr. Card was also actively identified with the Chattanooga Chamber of Commerce and of both the Tennessee Manufacturers' Association and the Chattanooga Manufacturers' Association.

Soon after leaving school he formed a partnership in the sawmill business at Scottsboro with H. M. Cunningham and the business grew rapidly. Mr. Card bought out Mr. Cunningham and operated the business for himself as J. M. Card & Co. until in 1900 it had grown to such proportions, including a start in the export trade, that it was found necessary to move the business to a more central point and headquarters were established in Chattanooga, the J. M. Card Lumber Company being formed. Only a wholesale yard was operated at first, but the changing conditions of the business soon made it advantageous for Mr. Card to again take up manufacturing, and the Berry Lumber & Stave Company and other subsidiary companies in Alabama and North Carolina were organized. The J. M. Card Lumber Company is now one of the foremost hardwood companies in both the domestic and export trade. Associated with Mr. Card in this company was his brother-in-law, Fred Arn, secretary and treasurer of the company and president of the National Lumber Exporters' Association.

Mr. Card was married in February, 1904, to Miss Anita Arn of Scottsboro, Ala. He is survived by Mrs. Card and by their little daughter, Anita.

Fraternally Mr. Card was affiliated with the Masons, through his lodge at Hollywood, Ala., with the Mystic Shrine, the Lookout Commandery of Knights of Templar, the Knights of Pythias and the Concatenated Order of Hoo-Hoo. He was also a member of the Chattanooga Commercial Club, Chattanooga Golf and Country Club and Mountain City Club.

New officers for the company elected on account of Mr. Card's death are: President and treasurer, Fred Arn; vice-president, Mrs. J. M. Card; secretary, W. A. Dolph; assistant treasurer, J. Gould; assistant secretary, G. B. Evatt.

### Recently Began Operations

The planing mill of the Willow River Lumber Company of Hayward, Wis., began operations a week or so ago. The mill has been shut down some time for necessary repairs, which have been completed.

### R. F. Krebs Joins Steele & Hibbard Lumber Company

R. F. Krebs, who recently announced the severance of his connection with the Krebs-Sheve Lumber Company of St. Louis, has just announced that he has purchased an interest in the Steele & Hibbard Lumber Company of that city, and beginning with August 1, is giving his entire time to that business, working principally in connection with the sales. Mr. Krebs was an employe of the Steel & Hibbard Lumber Company for sixteen years, resigning January 1, 1906, to enter the lumber business for himself. It was while with this concern that he got his thorough schooling in hardwood and he has been in this line of work ever since.

### Little Rock Lumber Company Organized

The Little Rock Lumber Company has filed articles of incorporation at Lansing, Mich. The company will manufacture hardwood lumber in Arkansas and will operate with capital stock of $100,000. The stockholders are Donald C. Watrous of Little Rock, and John L. Redding and William J. Clark of Grand Rapids.

### Dry Kiln Orders Satisfactory

The National Dry Kiln Company of Indianapolis writes HARDWOOD RECORD regarding its recent business and gives a surprisingly long list of concerns who have recently bought the National equipment. In addition to sales of dry kiln equipment to the following concerns, the company's truck sales during the last few months have been the greatest in its history: Douglas & Walkley Company, Ramsey, Va.; Boatwright Furniture Company, Danville, Va.; Montague Manufacturing Company, Richmond, Va.; George W. Smith & Co., Philadelphia, Pa.; H. M. Wade Manufacturing Company, Charlotte, N. C.; Roseland Mill & Lumber Company, Chicago, Ill.; T. A. Foley, Paris, Ill.; Richmond Furniture Manufacturing Company, Richmond, Ind.; Central Lumber & Mill Company, Hammond, Ind.; Pekin Cooperage Company, Helena, Ark.

R. F. KREBS, STEELE & HIBBARD LUMBER COMPANY, ST. LOUIS, MO.

### Fire at Rib Lake Plant

The hunt for a six-year-old child which called from their work a considerable part of the crew of the Rib Lake Lumber Company's mill at Rib Lake, Wis., resulted in serious damage from a fire which occurred there on July 24. The youngster was lost in the woods, and while the crew was out hunting for it fire followed an explosion and resulted in an estimated loss of $50,000.

### Warehouse and Open Storage Yard

The Stevens-Eaton Company of New York has made arrangements for a warehouse and open storage yard on tidewater at the head of the Morris canal basin, New York harbor. The site was secured through the Industrial Commission of the Lehigh Valley railroad. It is located within rail distance to serve an enormous population at rates less than twelve cents, and has private sidings for fourteen cars, and frontage for boats on tidewater. The warehouse is 800x65 feet, with tracks at both sides. The yard was bought chiefly to care for an assorted stock of Pacific Coast lumber, but a large stock of domestic hardwoods will be carried.

### Ships Sticking to Neutral Territory

R. S. Huddleston, general manager of the Otis Manufacturing Company of New Orleans and president of the Huddleston-Marsh Lumber Company of Chicago, got back to New Orleans a few days ago after a somewhat extended trip to Chicago and eastern points. Mr. Huddleston is in an excellent position to express an authoritative opinion regarding export conditions and possibilities and what he says can be taken as representing the situation about as it is.

Mr. Huddleston's version of the proposition is that it is a difficult

### W. O. King's Entire Yard Wiped Out By Fire

[illegible] W. O. King & Co., [illegible] several horses. It is also reported that a child belonging to the watchman lost its life during the excitement.

The fire started, it is reported, in two places and there is suspicion that it was started by an incendiary.

The fire, as already reported in Sunday's issue, started at dusk, and was still burning fiercely as late as Monday noon. The total loss was $150,000, of which $100,000 was covered by insurance.

W. O. King & Co. are planning to clean up the yard and resume business as soon as possible. This concern started in 1882. It took up its present location in 1884. This fire is the first one in its history.


**LABORERS FREE**

Free of charge to employers, we supply all classes of laborers and mechanics, of any nationality.

Loggers, Railroad Graders, Cooks, Flunkies, Teamsters, Engineers, Saw-filers, Bark-Peelers, Sawyers, Swampers, Cant-hook men, and good men for general labor work.

Men pay own railroad fares to the works. We have good men on hand to work around sawmills and lumber yards by the day or by month.

Write all particulars in your first letter, wages, work-ing conditions, etc.

Long Distance Phone Franklin 3529

**Diamond Labor Supply Co.**

32 So. Canal Street, Chicago, Ill

Bluestone Land & Lumber Company
MANUFACTURERS
WEST VIRGINIA HARDWOODS
Soft White Pine, Oak, Poplar, Chestnut, Hemlock
Band Sawed Stock
MILL FACILITIES COMPLETE PLANING
RIDGWAY PENNSYLVANIA

COLFAX HARDWOOD LUMBER CO.
MANUFACTURERS
ASH OAK CYPRESS GUM
[illegible] 14 and 16 ft. lengths.
See [illegible] of Grades
Located on La. R. & N. Co.
COLFAX, LA.
Consumers' inspection desired

The Ferd. Brenner Lumber Co., Alexandria, Louisiana

Manufacturers of High Grade Hardwoods
DAILY CAPACITY 125000 FEET


# Pertinent Information

### Exports Affected by the War

[illegible] Joseph Mott Dean of Baltimore, president of the National Lumber Exporters Association, calls forth a number of important points which the natural business of the country should take into consideration in connection with the European war: That an almost complete embargo of foreign shipments has been imposed, saving products, this country retaining only those outlets beyond her own borders that [illegible] directly by European competitors. That lumber outlets take up only a small proportion of the foreign forwardings is known, so that the lumber trade faces the certainty of seeing itself cut off from a business that amounts to many millions and that has served to absorb a very important share of the production of the United States. If the mills are to keep going at the present rate lumbers must be found at home for the lumber turned out.

Figures showing exports from the United States emphasize the important position held by lumber and other forest products. Except coal, lumber is the largest item in point of tonnage. The total for 1913 was 7,650,017 tons, valued at $114,777,513. This represents lumber, timber, pulp, staves and railroad ties. Other forest products added $22,186,218, making the total value of such exports $136,963,731.

The value of iron and steel, including ore, exported in 1913 was $204,935,000, but the tonnage was only 3,962,711. A summary of exports for last year, in tons, follows:

| | Tons |
|---|---|
| Forest products | 7,650,017 |
| Grain and [illegible] | 6,186,500 |
| Iron and steel | 3,962,711 |
| Cotton | 2,280,307 |
| [illegible] | [illegible] |
| Meat and meat products | 648,638 |
| Tobacco | 222,185 |
| [illegible] | 22,141,145 |

### Further Hearing on Arkansas Case

The hearing in the Five Lake Cases, as they are locally called, which began in Memphis, Tenn., on July 20, continued in that city until July 30, at which time adjournment was taken, the hearing to be resumed again on August 5 in Chicago. These cases, entitled, the United States [illegible] Lee Wilson & Co. et al., are in fact not the Supreme Court sunk land cases, and involve the title to some 15,000 acres of very valuable timber and farm lands in eastern Arkansas. As has previously been stated through the columns of the HARDWOOD RECORD, there are altogether some 100,000 acres of the so-called sunk lands affected by these suits on the part of the government to quiet title, the defendants being chiefly some of Arkansas' leading lumber manufacturing concerns. Those directly interested in the five lake cases are Lee Wilson & Co. of Wilson, Ark.; Holly-Mathews Lumber Company; Tyler Land and Lumber Company; and the Saint Francis Valley Land Company which deals extensively in timberlands.

At the Memphis hearing eighty-seven witnesses were heard on behalf of the government. Most of the witnesses were old residents of the affected district, who testified in the main that since they have known the lands, for periods of various lengths up to fifty or sixty years, there have been no material changes in the character of the lands; that they appear today much the same as they did a few years after the original survey in 1849. In addition to these witness Curtis J. Little, county surveyor of Mississippi county, Ark., who has been connected with these

W. O. KING & CO.'S YARD WHEN FIRE HAD BEEN BURNING TWELVE HOURS

cases since their inception about five years ago, testified. Chas. H. Miller of the Miller Engineering Company of Little Rock, also gave evidence on behalf of the government. These two witnesses' testimony was in the nature of expert testimony, and affected the elevation of the lands in question, their comparative relation to the other lands in the communities of the lands in controversy, also as to the location of certain trees from which exhibits were made and identified, the position of the photographers when taking certain pictures, which were also placed in evidence.

At Chicago on August 5, and during the remainder of the week, a number of other expert witnesses were heard before Fred L. Satterfield, Little Rock, special examiner in these cases. Among these were Dr. H. C. Cole of Chicago, who gave expert opinions as to the ages of certain trees cut from the lands in controversy, sections of which have been placed in evidence, also as to the kinds and species of these trees, their nature and the the kind of soil needed for growth. E. H. Shaw of Washington, D. C., with the Geological Survey, and I. L. Janes, also of Washington, D. C., and with the Bureau of Forestry, gave expert evidence of a similar character to that given by Dr. Cole. It is expected that the hearing in Chicago will last throughout the rest of the week. The defendants will take testimony in their own behalf in the near future, at a time to be fixed by Special Examiner Satterfield.

### Pacific Rate Declared Unreasonable

The Interstate Commerce Commission handed down a decision on July 28 in which it stated that a rate of eighty-five cents a hundred pounds on carload shipments from Cincinnati to the Pacific coast is unreasonable. Rates on shipments from points in Louisiana and Arkansas to points in Nebraska were also held unreasonable.

### June Lumber Cut and Shipments

The National Lumber Manufacturers' Association, through its secretary, J. E. Rhodes, has sent out a statement showing the cut and shipments of lumber in June, by members of the association; and these figures are compared with those of June, 1913. Following is a summary:

Decrease in cut during June, 1914, under June, 1913, 6,700,000 feet; increase in shipments during June, 1914, over June, 1913, 27,300,000 feet; excess of cut over shipments during June, 1913, 124,800,000 feet; excess of cut over shipments during June, 1914, 90,800,000 feet.

The total cut reported in June, 1913, was 1,048,200,000 feet, and in June of this year, 1,041,500,000 feet. Shipments in June, last year, amounted to 923,400,000 feet, and 950,700,000 feet in June, 1914.

### Proposed Increased Rates Ordered Canceled

The Interstate Commerce Commission, after granting a hearing to the interested parties, has ordered the Southern Railway to cancel certain proposed increased rates on lumber from points in North Carolina, South Carolina, and Tennessee, to interior eastern points in Maryland, Pennsylvania, New York, Delaware, New Jersey, New England and Virginia.

The proposed advances ran from one-half cent to six and one-half cents per hundred pounds, the average advance being about two cents, while from the Asheville section to Norfolk for local and export delivery, it was proposed to raise the rates four and one-half cents per hundred.

These tariffs were to have become effective on May 30, 1913, but were suspended by the Interstate Commerce Commission pending an investigation into their reasonableness. The hearing was held and briefs filed. The commission decided that the railroad had not submitted evidence justifying the increase in rates, and the ruling was that the tariffs in operation on May 28, 1913, be continued in force at least until August 25, 1916.

### Hardwood and Hemlock Cut and Sales

R. S. Kellogg, secretary of the Northern Hemlock and Hardwood Manufacturers' Association, issued a report on July 1, in which the cut and shipments from the year ending June 30, 1914, are shown as follows:

| Wood. | Cut. Feet. | Shipped, Feet. |
|---|---|---|
| Hemlock | 464,927,000 | 413,356,000 |
| Birch | 97,655,000 | 91,564,000 |
| Mixed hardwoods | 97,461,000 | 28,209,000 |
| Maple | 92,287,000 | 78,246,000 |
| Basswood | 48,149,000 | 47,442,000 |
| Elm | 28,114,000 | 24,763,000 |
| Ash | 7,429,000 | 6,005,000 |
| Oak | 3,456,000 | 3,087,000 |
| Total hardwoods | 374,979,000 | 276,384,000 |

From January 1 to June 30, during the years 1913 and 1914, a comparison of cut and shipments is given below:

The cut of hemlock the first half of 1913 was 170,210,000 feet; first half of the present year, 163,947; shipped for the 1913 period, 179,071,000; for 1914 period, 159,898.

Hardwood cut in the first half of 1913 was 184,039,000; first half of 1914, 210,484,000; shipments for the 1913 period, 113,828,000; for corresponding period this year, 94,506,000.

### New Catalog on Clyde Land Clearing Machinery

A new catalog has just been issued by the Clyde Iron Works of Duluth, Minn., which is remarkable for its entire excellence in every feature. It is not only distinctly attractive to the eye, but is readable as well, because it contains valuable information put forth in an interesting way.


**The White Lake Lumber Co.**

Peoples Gas Bldg., CHICAGO, ILL.

**Northern and Southern Hardwoods**

CAR STOCK

WHITE PINE YELLOW PINE

*High Quality—Prompt Delivery*

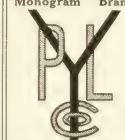
WE WANT TO MOVE AT ONCE

10 cars 1" No. 1 Common Basswood
5 cars 1" No. 2 Common Basswood
30 cars 1" Red or White Oak, all grades
40 cars 1" Red and Sap Gum, all grades
*Send us your inquiries* The last two items are but one-half dry

LATEST IMPROVED DRY KILNS AND MACHINERY

**MONOGRAM BRAND**

Monogram Brand **White Oak Flooring**



**Perfectly dried and worked.** Made from our own timber from one boundary, insuring uniform color and texture; manufactured at our new hardwood flooring plant.

Our Specialty:
Quarter-sawed White Oak Flooring

Thicknesses: ⅝" and 13/16" Standard Widths

OAK FLOORING Your inquiries solicited. Quick shipments guaranteed

**YELLOW POPLAR LUMBER CO., Coal Grove, Ohio**

**Walnut for Export**

A lot of splendid assorted **American Walnut** logs, squared up and ready for export, are shown in the above photograph, which illustrates a section of our exporting yard at Kansas City.

All work, from the selecting of the trees in the woods to the final loading, is done by men trained in our employ and is under our close personal supervision.

Hence we can guarantee satisfaction in both export and domestic shipments.

**FRANK PURCELL**

**Kansas City, Mo.** **U. S. A.**

"ANDREWS" Dried Lumber is Better Lumber

"ANDREWS"
Products Represent Perfection, Reliability, Results

"Andrews" Moist Air Lumber Driers

Condensing
—OR—
Ventilated

Perfect Transfer Cars

Perfect Dry Kiln Trucks

Canvas Dry Kiln Doors

[illegible]

DRIER DEPARTMENT

The A. H. Andrews Co.
115-117 S. Wabash Avenue
CHICAGO, ILLINOIS

MATHEWS STANDARD
Gravity Lumber Conveyer

[illegible] coupled together and assembled to form line of any required length, over which lumber, flooring, dimension stuff, etc., will travel on a four per cent grade. Adjustable [illegible] to support conveyer line and secure proper grade. Light, strong and easily portable. [illegible]

Prices quoted on receipt of information as to lengths and widths of [illegible]. Send rough sketch showing requirements. [illegible]

SPEED — MATHEWS GRAVITY CARRIER COMPANY — The Mathews Way — The Saving Way — ECONOMY

Main Office and Factory
ELLWOOD CITY, PENN.

Branch Factories:
TORONTO, ONTARIO
LONDON, ENGLAND

[illegible]

## The Strongest Wood

[illegible]

## Strong Endorsement of the Forest Products Exposition

[illegible] expressions and opinions of the exhibitors. It is announced by Mr. [illegible] there seemed to be an equally strong undercurrent opinion in favor of annual shows along the same lines. The report also says that in the event of postponement of the 1915 exposition, the exposition company will co-operate with cities which take the responsibility of local forest products expositions next winter to the extent of encouraging portable exhibits by the different associations.

Among the above-mentioned letters of encomium are those from redwood mill owners, the Chicago Machinery Exchange, the Morgan Sash and Door Company, Chicago; the Edward Hines Lumber Company of Chicago; the West Coast Lumber Manufacturers' Association; Barrett Manufacturing Company of New York; Baxter D. Whitney & Son, Winchendon, Mass.; Yellow Pine Manufacturers' Association; Kaul Lumber Manufacturing Company, Birmingham, Ala.; Northern Lumber Company, New York City; Oak Manufacturers; the Otis Manufacturing Company; the [illegible] Box Manufacturers; the Marquette Commercial Club; the Newman Clock Company, Chicago, Ill.; the Chicago Safe and Merchandise Company; the Northern Pine Manufacturers' Association; E. C. Atkins & Co., Indianapolis; Louisiana Red Cypress Company, New Orleans; Northern California Pine Association; Rayner & Parker, Philadelphia; Northern White Cedar Association; American Hoist & Derrick Company, St. Paul; Gum Lumber Manufacturers' Association; Franck-Philipson & Co., Chicago,; Clyde Iron Werks, Duluth; Northern Hemlock & Hardwood Manufacturers' Association; T. Wilce & Company, Chicago; Seattle Cedar Lumber Manufacturing Company, Seattle, Wash.; Lumber Tie and Timber Vulcanizing Company, New York, and the Western Pine Manutacturers' Association.

## "Lumber Industry—Part IV"

The foregoing title is given to a publication of 933 pages issued by the [illegible] Government Printing Office at $1.50 per copy. Persons with fairly good memories may recall the fact that work was commenced on an investigation of the lumber industry some years ago. The present output is the fourth volume, and at least one more is promised. The present book is somewhat disappointing to those who expected it to contain interesting reading or pertinent facts. It is padded with voluminous tables, charts, and lists which have very little [illegible]

## Lumbermen Win Long Suit

Michigan lumbermen have apparently won a legal battle of five years' length. The Michigan state supreme court has issued a mandamus against the Detroit & Mackinac railroad ordering it to abide by a decision of the Michigan Railroad Commission, ordering a reduction in rates charged Michigan lumbermen on log shipments in and from Alpena.

Five years ago the Alpena Shippers' Association, members of which are such firms as the Richardson Lumber Company, the Churchill Lumber Company and the Island Mill Lumber Company, attempted of its own accord to induce the Detroit & Mackinac to reduce the tariff on log shipments. The railroad refused to consider a reduction as it was the only road tapping the big timber belts and therefore lumbermen had to ship via it or not at all. The association then took the matter before the State Railroad Commission, which body after an investigation deemed the Detroit & Mackinac rates unfair and ordered an immediate reduction.

The railroad immediately took the case into the courts and successfully dragged it out for five years. What move it will make now to evade giving the lumbermen a fair deal is unknown. The road has a petition in the United States supreme court asking an injunction to prevent the State Railroad Commission from putting lower rates on logs into effect, but the [illegible]

the lower rates will go into effect. Whether they will remain in effect is problematical.

Shipments of logs will now go under what is known as the mileage scale, as ordered by the commission. Where logs were formerly shipped to Alpena at a rate of $3 a thousand feet for a distance of less than 35 miles and $3.25 for more than 35 miles, the rates will now be as follows:

Ten miles or under, $1 per M.
Twenty to thirty miles, $1.33 per M.
Thirty to fifty miles, $2 per M.
Fifty miles and upward, $2.33 per M.

While the favorable decision has been a long time coming, Michigan lumbermen are nevertheless happy at the victory because there yet remains enough standing timber in that district to make the rate reduction a profitable item.

### Refunds on State Shipments

The following letter has been sent to the members of the St. Louis Lumbermen's Exchange by the traffic committee of that organization:

In response to many requests for information regarding the proper manner for filing claims for collection of excess freight charges collected by the railroads in the state of Missouri while federal injunctions were in force we advise as follows:

After careful investigation and considerable correspondence with the office of attorney general it has been found that these claims cannot be filed with the masters and excess charges collected unless the party making claims is represented by an attorney. The charges therefore for collecting claims of small amounts would be prohibitive and makes it necessary that these claims be filled with competent parties who are also making collection for other parties and handling on a percentage basis. This party must be financially responsible and capable of properly handling these claims and must be one who will work in strict harmony with the attorney general in every possible way.

We have been in communication with several parties who are offering to handle these claims. After investigation we have found that the Central States Trust Company, 506 Central National Bank building, city, is both financially able and competent to handle these claims and is strongly indorsed by the attorney general, who advises that it is working in strict harmony with his department. This company is making collection of these claims on basis of 50 per cent, but has agreed to handle these claims for members of the Lumbermen's Exchange on basis of 40 per cent of the amount collected. Mr. Campbell Cummings, its attorney, was assistant attorney general under Governor Major when he was attorney general and is thoroughly familiar with the handling of these suits and is no doubt in a better position than most attorneys to handle them. Contracts should be made direct with the Central States Trust Company, and as it has been advised by your membership in the exchange, you will receive benefit of the 40 per cent basis of collection.

Before mailing copy of this letter was referred to the attorney general and received his approval.

### Houses Without Nails

It was not unusual for the early-day pioneers to build log cabins with few or no nails; but the custom has passed away in practically every part of this country. An interesting case of such houses has been discovered in the Canadian Northwest. An entire village has been so built by Ruthenian immigrants, who brought with them the peculiar building methods of their native country. The houses are of logs, with thatched pitch roofs. Even the doors, which are composed of slender twigs, woven and laced together, swing on home-made hinges and are latched with wooden hasps. The floor is of hewn logs, unnailed, while the roof is a fabric of poles and cross-woven wheat straw, ten inches thick, laid with such skill and care that the builders expect it to last twenty years.

### Certain Centers of Industry

The centers of certain industries in the United States have been figured out with a fair degree of accuracy, and are shown below:

The center of population is near Bloomington, near Indianapolis, Ind.
The jobbing center of the United States is practically in Chicago.
The manufacturing center is near Fort Wayne, Ind.

It will be interesting to see how the various centers of distribution and production radiate from the three centers mentioned.

The corn center is in central Illinois.
The farm center is near Peoria, Ill.
The cattle center is not far from Des Moines, Ia.
The wheat center is midway between Sioux City and Des Moines, Ia.
The oat center is about forty miles from Clinton, Ia.
The center of copper production is in eastern Montana.
The center of sheep and wool-raising is in eastern Wyoming.
The lead and zinc center is about 100 miles southwest of Kansas City.
The hog center is in west-central Illinois.
The cotton center is near Yazoo City, Miss.

### Stout Little Wooden Ship

Steel is not substituted for wood in the building of ships for certain purposes. The little vessel in which Sir Ernest Shackleton will shortly sail from England en route to the South Pole is well named the Endurance, for she is built to endure, in sturdy oak and pliant pitchpine. Her "wooden walls" are two feet thick of almost solid oak, and at stem and stern there are five feet of the same tough timber.

**Hutchinson Lumber Co.**
**Huntington, W. Va.**

MANUFACTURERS OF

**HARDWOOD LUMBER**

**We Want To Move**

12 cars 4/4 No. 2 Common Oak
3 cars 4/4 No. 1 Common Chestnut
10 cars 4/4 No. 1 Common and 1 and 2s Chestnut
5 cars 8/4 Sound Wormy Chestnut
20 cars 4/4 Log Run White Pine

**Peytona Lumber Company**
**Huntington West Va.**

*—MANUFACTURERS—*

PLAIN SAWN RED AND WHITE OAK
YELLOW POPLAR
BASSWOOD
CHESTNUT
ASH AND MAPLE

**BAND MILLS:**
**Huntington, W. Va. Accoville, W. Va.**

*No Animals in This Yard*

**DRY:**

1 car 5/8" FAS Plain Red Oak
2 cars 3/4" FAS Plain Red Oak
5 cars 4/4" FAS Plain Red Oak
1 car 5/4" FAS Plain Red Oak
2 cars 4/4" FAS La. Red Cypress
2 cars 5/4" Red Gum (wide & mostly 16')

**D. K. Jeffris & Co.**
**CHICAGO**

Hardwoods
Concordia Land & Timber Co
Jeffris, La.

Yellow Pine
Manchester Saw Mills
Manchester, Ala.

**Saline River Hardwood Co.**
Main Sales Office
**Pine Bluff, Arkansas**

Manufacturers of
**Genuine Forked-Leaf White Oak**
**Red and Sap Gum**
**Red Oak and Ash**

¶ We offer to the trade a remarkably SUPERIOR lumber product.

¶ Our TIMBER is virgin forest growth of the highest type.

¶ Our MILLS are new and produce accurately manufactured stock.

¶ Our LUMBER is all KRAETZER-CURED—treated with steam under pressure directly from the saw—insuring quick drying to light weight, freedom from seasoning defects and stick-marking, splits and stain.

¶ Kraetzer-cured lumber will "stay where you put it."

¶ Dry kiln and oak flooring plant in connection.

¶ We solicit the inquiries and orders of critical and discriminating buyers.

¶ For straight cars of Yellow Pine, or mixed cars with Oak Flooring, write LONG-BELL LUMBER COMPANY, Kansas City, Mo.

# *Hardwood News Notes*

## *MISCELLANEOUS*

The American Lumber Company at Concord, O., is now in the hands of Receivers Curtis L. Wade of Aberdeen, Miss., and G. W. York of Columbus.

The Lenoir Veneer and Package Company of Bradford, N. C., has increased its capital stock from $10,000 to $25,000.

The Mengel Box Company recently began the manufacture of boxes at Bay City, Mich.

The Mound Veneer Company has been incorporated at Bald Knob, Ark. This company has capital stock of $10,000 capital stock.

The Little Rock Lumber and Manufacturing Company has started business at Little Rock, Ark. This is an incorporated concern with $100,000 capital stock.

D. J. Peterson of Toledo has been succeeded by an incorporation styled the D. J. Peterson Lumber Company.

The Frank Spangler Company, hardwood wholesaler of Toledo, O., has decreased its capital stock to $5,000.

The Globe Casket Company of Louisville, Ky., is reported to be an involuntary bankrupt.

The Lyon Cypress Lumber Company of Garyville, La., has increased its capital stock to $2,500,000.

The Independent Casket Company of Baltimore, Md., recently became an involuntary bankrupt.

The Francis D. Kramer Woodworking Company has recently filed an application for a charter of incorporation at Philadelphia.

Charles R. Partridge & Son have succeeded Wallace H. Partridge of Hoboken, N. J.

The Colonial Parquetry Veneer Company has been incorporated at Boston, Mass. The company has $50,000 capital stock.

The Granite State Bobbin and Lumber Company has been incorporated at Boston, Mass., with $50,000 capital.

The C. A. Curtis Handle Company is the style of a recently incorporated concern which will operate at McGregor, Ia., with $10,000 capital.

The Sullivan Saddle Tree Company of Jefferson City, Mo., has filed an application for appointment of receiver.

The A. B. Bohlinger Table Company of St. Louis, Mo., recently lost its plant by fire.

The Alpert Woodworking Company of Brooklyn, N. Y., has been incorporated with $5,000 capital stock.

The Prufrock Furniture Company's plant at St. Louis, Mo., has recently burned out.

The Walton Furniture Manufacturing Company of Walton, Ky., has increased its capital stock to $200,000.

The Henry Hofman Spring Bed Company has been incorporated at New York with $25,000 capital stock.

## *CHICAGO*

P. B. Raymond of the Knoxville Veneer Company, Knoxville, Tenn., spent several days in Chicago and surrounding territory last week. Mr. Raymond reports that he is getting his share of the business.

H. E. Glaeser, American representative of J. F. Mueller & Sohn, Hamburg, Germany, has been north for several weeks on an extended trip in the interests of his company's business. Mr. Glaeser's headquarters are in the Whitney Central Bank building, New Orleans.

Tad Jones of the Dooley Lumber Company, Memphis, Tenn., was one of the prominent southern visitors to the Chicago trade last week.

Frank Hanley of the Williamson-Kuny Mill and Lumber Company, Mound City, Ill., has been in Chicago for several days. Mr. Hanley says he is out for several months.

G. C. Robson, sales manager of the Heinemann Lumber Company of Merrill, Wis., has been spending several days in Chicago and surrounding territory this week. This is one of Mr. Robson's regular visits.

M. L. Pease of the Galloway-Pease Company, Poplar Bluff, Mo., is one of the regulars who has been spending some time in Chicago recently.

C. B. Allen, manager of the veneer department of the Anderson-Tully Company, Memphis, Tenn., is in Chicago at one of the stops on a northern trip of two or three weeks' duration.

James E. Stark of James E. Stark & Co., Memphis, Tenn., spent a week in Chicago a short time ago on business in connection with his company's operations.

William I. Barr of the Barr-Holaday Lumber Company, Greenfield, O., was in Chicago most of last week.

Harry Batchelor, the genial and efficient president of the Tennessee Oak Flooring Company of Nashville, Tenn., spent a couple of days in Chicago

this week on a combination business visit and pleasure trip. He found time to take in the ball game and to hobnob with his old friend, Connie Mack.

Max Sondheimer of the E. Sondheimer Company, Memphis, Tenn., has been doing business around the city for several days.

## NEW YORK

What is said to be the largest timberland deal ever made in the state of New York was consummated on Friday, July 25, when John H. McDonald and L. S. Clough bought 20,000 acres of hardwoods and spruce timber in the Adirondack region. It is understood that a railroad will be built from Rome to the tract and a mill will be erected for the immediate development of the property. The consideration was $2,000,000.

F. C. Hooton, manager of the hardwood department of the Struble Manufacturing Company, Saginaw, visited the company's New York office during the fortnight.

Schedules in bankruptcy of Santo Domingo Hardwood Company, New York, show liabilities of $15,000, nominal assets $15,000, actual assets, $5,000.

Charles Appel, manufacturer of doors, has filed a petition in bankruptcy. Liabilities are said to be about $6,000, with assets $3,500.

Among those in the local trade who feel the undercurrent of returning activity is Wm. E. Van Wert, who looks after the New York office of the Emporium Lumber Company. He notes an increased demand for hardwood lumber and is booking some nice business in maple flooring.

F. C. Mershon, of the famous band-saw workers at Saginaw, sailed from New York on July 22 on his annual vacation trip to Europe. It appears at this writing, as though his 1914 sojourn will be promptly concluded because of the European war.

The Westchester county dealers held their annual outing last week. Everybody reported a good time. The party left New Rochelle and sailed up the Sound to Stamford, and returned for dinner at the New Rochelle Yacht Club.

The Chicago Lumber & Coal Company, St. Louis, has opened a New York office in the Woolworth building. C. L. Robinson is in charge.

The Union Essex Club, composed of lumbermen in those counties of New Jersey, had their outing July 23. The club went by motor cars to Dover, where dinner was served on the veranda of the Pine Terrace Inn. A heavy shower that turned into a steady rain spoiled the chances for outdoor sports but there was lots doing within.

H. J. Gott, New York manager for the Babcock Lumber Company, sailed August 1 for Liverpool and London. At the latter place the Babcock English agents are about to open a branch and Mr. Gott went over to help organize the new office. He has done great things in the foreign lumber department for the Babcock company, and each year finds this branch of the business bigger and better. It was begun only three years ago. War news did not cause Mr. Gott any concern, but a perfectly good letter of credit had to give way to the heavy gold coin, which is the only currency in vogue abroad these days.

## BUFFALO

A pleasant entertainment was afforded some of the lumber-convention workers on July 24 by Hugh McLean, who invited those who had been active in preparing for this year's two conventions to be his guests at the Canoe Club. Those present included C. W. Betts, A. W. Kreinheder, Anthony Miller, I. N. Stewart, G. Elias, A. E. Davenport and J. A. Murphy. Within a few weeks the members of the Buffalo Lumber Exchange will accept Mr. McLean's hospitality and join in an annual outing at the Canoe Club. The date has not yet been arranged.

Lake receipts of lumber to July 31 showed a falling off of about forty per cent this year. No doubt some of this decline is due to the fact that the hardwood yards have been getting in scarcely any stock by water this year, whereas in former years the receipts have been large.

Hugh McLean has gone to the Pocono Mountains, for a two weeks' fishing trip, being accompanied by H. E. Montgomery, E. B. Holmes and one or two other local business men.

O. E. Yeager returned a few days ago from an automobile trip to the White Mountains and Maine with his family. He reports having had excellent weather for the trip and some good roads.

H. L. Vetter of the National Lumber Company has been taking a two weeks' vacation with his family at Angola, on the lake shore. The company has lately been selling quite a quantity of southern hemlock in this market.

The Standard Hardwood Lumber Company reports business as rather light of late, but the yard is getting in some stock and now has one of the largest assortments in this market.

Miller, Sturm & Miller report trade in hardwoods as a little better than it was a month ago, though it is not active. Oak, maple and poplar are the woods most in demand at the yard.

Blakeslee, Perrin & Darling report an increased demand for cypress during the past few weeks. Most hardwoods are selling a little better than some weeks ago, though not brisk as yet.

Taylor & Crate report a fair demand for hardwoods at present, with a good deal of lumber shipped from the South. The export trade has been interrupted by the European war.

G. Elias & Bro. call the hardwood trade dull at present, as well as the

**Dimension Stock** We will supply you with CLEAR CUTTINGS of soft Kentucky Oak or Poplar so that they will COST you considerably LESS THAN the same cuttings if BOUGHT AS LUMBER.

*Make Us Prove It*

GARDNER WOOD COMPANY FLATIRON BLDG. NEW YORK, N. Y.

**Kentucky Lumber Company**

MANUFACTURERS

POPLAR, PLAIN AND QUARTERED OAK, RED AND SAP GUM, CHESTNUT, HEMLOCK

ROUGH AND DRESSED

MILLS AT Burnside, Ky. Williamsburg, Ky. Sulligent, Ala.

SALES OFFICE 606 Security Trust Bldg. LEXINGTON, KY.

**CINCINNATI**

**Hardwood Manufacturers and Jobbers**

Veneers: CIRCASSIAN WALNUT AND ALL OTHER FIGURED WOODS

THE FREIBERG LUMBER COMPANY

OFFICE AND MILL, CINCINNATI, OHIO

Johns, Mowbray, Nelson Company

OAK, ASH, POPLAR & CHESTNUT

GUM AND COTTONWOOD

JAMES KENNEDY & CO., Ltd.

OAK, POPLAR AND OTHER HARDWOODS

FIRST NATIONAL BANK BUILDING

**Scientific Economists** (3)

preach curtailment of stocks. You can secure this result by buying mixed cars from us, as we can furnish Oak, Poplar, Gum, Ash and other Hardwoods, air or kiln dried; rough dressed or manufactured into

FLOORING, TRIM, MOULDINGS AND ALL CLASSES OF MANUFACTURED ITEMS

THE M. B. FARRIN LUMBER CO.

OHIO VENEER COMPANY

Manufacturers & Importers FOREIGN VENEERS

2624-34 COLERAIN AVENUE

DAY LUMBER & COAL CO.

Mfrs. YELLOW POPLAR and WHITE OAK

GENERAL OFFICE—CLAY CITY, KY.

RIEMEIER LUMBER CO.

OAK, POPLAR, CHESTNUT

SUMMERS AND GEST STREETS

# It's Coming

Better Times and a
Bigger Demand for Timber

It is not inexhaustible.

The inevitable result will be a competitive demand for timber.

begin to compete.

flood.

*Investigate and BUY*

## James D. Lacey & Co.

**Timberland Factors**

Chicago, Ill., 1750 McCormick Building
Portland, Ore., 1313 Northwestern Bank Bldg.
Seattle, Wash., 1009 White Building

¶ Fitzgibbons & Krebs Patent Elevated Traveling Derrick propels itself on 28-ft. gauge track.

¶ No guy wires.

¶ Write to O. M. Krebs, Mallory Branch, Memphis, Tenn., or to P. F. Fitzgibbons, Chattanooga, Tenn., for pamphlet fully illustrating and explaining the derrick.

Also ask for list of users.


## PHILADELPHIA

materially with the advent of the fall season. The hardwood branch of the business is growing stronger every day.

The Philadelphia Lumbermen's Golf Club will play its next game on the links of the White Marsh Country Club, on August 12.

William H. Fritz of W. H. Fritz & Co. says the outlook gives confidence, and predicts that next month will see a considerable acceleration in trade.

Jerome H. Shelp says a lull in business is to be expected at this period, but by fall he looks for a lively advance. His large new mill at Mobile, Ala., is nearly completed and by August 15 will be in full operation.

Eugene W. Fry, president of the Henrico Lumber Company, also of the Philadelphia Lumbermen's Golf Club, has been appointed by Governor Tener of Pennsylvania one of the delegates to represent this state at the seventh annual convention of the Atlantic Deeper Waterways Association to be held in New York September 22 to 26.

Owen M. Bruner, president of the Owen M. Bruner Company, is optimistic over the outlook. He reasons that the European war will prevent the interested powers from risking shipments to South America, consequently where we formerly held to the Monroe doctrine, and the other side got the business, we will now get the business and still maintain the doctrine. He anticipates a general advance in trading before long.

J. H. Campbell of Currie & Campbell is making a tour of the lumber camps in West Virginia. William N. Lawton of this house is looking after shipments at Jacksonville, N. C., and Ben C. Currie says last month's

outlook so far, but what effect the foreign war will have on the affairs of this company is a matter of speculation.

S. P. Bowers of the S. P. Bowers Company reports more liberal inquiries than for some time, resulting in some good orders. The New York branch is doing well. The railroads have been buying more freely during the last fortnight and outlook is promising.

Frank T. Bumbarger has associated himself with the Warren-Ross Lumber Company, Jamestown, N. Y., manufacturer of Philippine mahogany. He will cover eastern Pennsylvania, Maryland and Delaware, District of

## PITTSBURGH

The Aberdeen Lumber Company has been unloading two barges of cottonwood at Joppa, Ill., which gave it 2,500,000 feet to distribute.

Louis Germain, Jr., president of the Germain Lumber Company, has returned from a visit to his ranch in western Canada.

A. P. L. Turner of the W. P. Craig Lumber Company, is now associated with the Babcock Lumber Company as a salesman.

The Fred S. Morse Lumber Company, whose Pittsburgh agent is W. R. Cornelius, at 4149 Jenkins Arcade, is doing a nice business in gum, oak and chestnut.

The Kendall Lumber Company has broken all records for business this year. Its contract bids have been exceptionally satisfactory.

Manager Brown of the hardwood department of the American Lumber and Manufacturing Company spent a few days in New York last week.

The Bangor Casket Manufacturing Company, capital $50,000, will double the capacity of its plant at Bangor, Pa.

Miles A. Varner, president of the Somerset Lumber Company at Somerset, Pa., has bought the plant of the Berkebile Lumber Company of that place, which lately went into bankruptcy for $4,000.

## BOSTON

The lumber teamsters of Boston are endeavoring to make an agreement with their employers for five years as the contract made at the time of the last strike expires at this time. Favorable reports for a peaceful settlement are being made and it is stated that most of the firms will sign the new contract.

Prominent among the visitors to the market last week were James H.

Walsh of the Paepcke Leicht Lumber Company, Chicago; James I. Butcher of the Kuehl-Butcher Lumber Company, Detroit, and H. R. Black of the Warren Ross Lumber Company, Jamestown, N. Y.

One fireman was killed and two hurt while fighting a fire which destroyed $75,000 worth of property at the Granite State Manufacturing Company of Concord, N. H.

The sixth annual forestry conference under the auspices of the Society for the Protection of New Hampshire Forests was held at Gorham, N. H., on July 21. New laws in several states on the subject of taxation of forest lands were explained and considered. The speakers included Prof. Bullock of Harvard, Prof. Chapman of Yale and Austin F. Hawes, state forester of Vermont.

The Stevens Lumber Company, which succeeded the C. O. Skinner Company upon the death of Charles O. Skinner, will move its offices to the new extension of the State Mutual building just completed. It has secured offices facing on Kilby street. In the same suite will be located the Stone Lumber Company which also moves from No. 4 Lincoln Square.

R. G. Maislein, who a few years ago organized the hardwood department of the Conway Lumber Company of this city, and W. H. Bundy of the same company have withdrawn and organized the wholesale firm of Bundy-Maislein Lumber Company with offices in the Marshall building. Both these gentlemen were in past years in the Wisconsin lumber trade.

Howard C. Morse of the Blacker & Shepard Company of Albany street returned with his family from Belgrade Lakes where they have been summering for the past two weeks.

On July 29 the Cape Cod canal was formally dedicated to the commerce of the world by its sponsor, August Belmont. Some fourteen vessels passed through the new $12,000,000 waterway. The guest of honor was Gen. Walsh of Massachusetts who in his address congratulated the builders on having more courage than either the state or nation. A canal at this location saves about seventy miles of the most dangerous navigation on the Atlantic Coast and it has been agitated since 1627. The first spadeful of earth was turned by Mr. Belmont on June 22, 1909, and the canal is now opened to vessels drawing not over fifteen feet. It is estimated that its annual tonnage when fully completed will exceed that of the Panama or Suez canals on account of the great economy of time and safety and the frequency of its use by the heavy coastwise traffic.

## BALTIMORE

Among the hardwood men who have been caught on the other side of the Atlantic and face grave difficulties in the way of returning, is Richard P. Baer, senior member of Richard P. Baer & Co., with offices in the Maryland Trust building. Mr. Baer, accompanied by Mrs. Baer, went abroad about five or six weeks ago, traveling in England and portions of the continent, where he got in touch with the correspondents of his firm. A considerable part of the time was spent in sight-seeing, but in the main the trip was made in the interest of business, Mr. Baer studying conditions at various points. He had booked passage on the Imperator, when the sailing of the Hamburg-American liner was canceled. A more or less general discontinuance of trans-Atlantic traffic followed.

Gen. Francis E. Waters, president of the Surry Lumber Company of Baltimore is another Baltimorean whom the war found on the other side, he having gone to England with his family about two months ago. Still another Baltimorean who was on a foreign trip is Holger A. Koppel, an exporter of hardwoods, with offices in the Caroll building. Mr. Koppel, who is the Danish vice-consul here, visited his home in Copenhagen, Denmark. His trip had fortunately been so timed as to bring him back before the war situation became acute, he having arrived in New York August 3. Mrs. Koppel accompanied him.

H. L. Bowman, general sales manager of the R. E. Wood Lumber Company, Continental building, has made such excellent progress toward complete recovery in the face of what seemed formidable odds, as to be able to resume his work at the office. He is still working slowly, but every day his strength is increasing, and he is now almost fully back in harness.

Clarence E. Wood, assistant to the general manager, who has been in part looking after Mr. Bowman's duties, together with Mr. Mann, of the New York office, has gone on one of his trips to the various mills operated by the company.

A special committee from the National Lumber Exporters' Association has been appointed to frame resolutions of sympathy and regret on the death of J. M. Card, president of the J. M. Card Lumber Company of Chattanooga, Tenn., who passed away about ten days ago while at a resort under treatment. The committee is made up of Wm. H. Russe of Russe & Burgess, Inc., Memphis, Tenn.; Edward Barber of Howard & Barber, Cincinnati, and Harvey M. Dickson of the Harvey M. Dickson Lumber Company, Norfolk, Va. The committee will meet as soon as possible.

## COLUMBUS

According to the report of the Columbus building department for the month of July, there were 260 permits issued for a valuation of $503,000 for the month, as compared with 285 permits and a valuation of $421,000 for July, 1913. Since the first of the year the department has issued 1,780 permits of a valuation of $3,714,000 as compared with 1,611 permits and a valuation of $3,118,000 for the corresponding period in 1913.


**Harris Manufacturing Company**
**Johnson City, Tennessee**
**"Harris" Hardwood Flooring and Lumber**

**MEMPHIS**

**E. Sondheimer Co.**
Wholesale Manufacturers and Exporters
RED GUM
SAP GUM
COTTONWOOD
CYPRESS
ASH
PLAIN OAK
QUARTERED OAK
HICKORY
SOFT ELM
SYCAMORE
*All Grades and Thicknesses*
We make a specialty of mixed cars of Sap and Red Gum, One-half to Two inches thick.

**DUGAN LUMBER CO.**
Manufacturers and Shippers **Hardwood Lumber**
MEMPHIS TENNESSEE

**TIMBER ESTIMATES**
REPORTS INCLUDED
TOPOGRAPHICAL MAP, DETAIL ESTIMATES & WRITTEN REPORT
GARDNER & HOWE
ENGINEERS
Clarence W. Griffith Department Manager, Porter Building. Memphis, Tenn.

**TSCHUDY LUMBER CO.**
MANUFACTURERS OF
**St. Francis Basin Hardwoods**
**SPECIAL BILLS LONG STOCK**
**OAK, ASH and CYPRESS**
18 to 30 feet Sawed to Order
Mill & Yards MEMPHIS
ADDRESS CORRESPONDENCE TO GENERAL OFFICE
605 Republic Bldg. KANSAS CITY, MO.

**VANDEN BOOM-STIMSON LUMBER COMPANY**
Manufacturers Southern Hardwoods
Ash a Specialty
Memphis Tennessee

# RED GUM
(Leading Manufacturers)

## MILLER LUMBER CO.
### Marianna, Arkansas

We offer for immediate shipment the following stock 12 months and over dry:

10 cars 4/4 13 to 17" Gum Box Boards

THE FOLLOWING NINETY DAYS TO SIX MONTHS DRY:

## BLISS-COOK OAK CO.
### BLISSVILLE, ARK.

MANUFACTURERS

Oak Mouldings, Casing, Base and Interior Trim. Also Dixie Brand Oak Flooring.

As Well As

**OAK, ASH and GUM LUMBER**

Can furnish anything in Oak, air dried or kiln dried, rough or dressed

MIXED ORDERS OUR SPECIALTY

## Our Corps of Inspectors

Intelligent! Highly Trained! Conscientious!

is assurance that you will get what your order calls for when you buy Gum from us

**Himmelberger-Harrison Lumber Company**
Cape Girardeau, Missouri

## Baker-Matthews Manufacturing Co.
Sikeston, Mo.

**Band Sawn Southern Hardwoods**

SPECIALTIES

RED GUM, PLAIN OAK

SEND US YOUR INQUIRIES


[illegible] Lumber & Box Co. [illegible] incorporated with a capital of $[illegible] to deal in all kinds of wooden ware and the general manufacturing business. Its [illegible] Reinhardt, Wm. Carter, Lawrence H. Day and E. W. Schmidt.

[illegible] Lumber Co. [illegible] to succeed the [illegible] Lumber Company and will handle [illegible] stock.

The Lumber Cooperage Co. [illegible] Cincinnati, Ohio, has been granted a charter of incorporation with $10,000 capital stock. The incorporators are Albert Bruck, Will W. L. Smith and Harry Bruck. The factory is located at 1419 Matson street.

The Wood and Planing Company, of Cincinnati, Ohio, has been granted a charter of incorporation with a capital stock of $[illegible]. The incorporators are J. C. Combs, Howard Combs, Earl Combs, Alfred Combs and Frank E. Wood.

W. H. [illegible] has purchased the [illegible] planing mill at Greenville, O.

The Lima Box Lumber Company, of Cincinnati, has been chartered with a capital of $[illegible]. The incorporators are H. H. Arend, J. E. Parrish, R. J. Lehr, W. H. Hoffman and J. A. Seibert.

J. E. C. Gilmer & Co. [illegible] Company, [illegible] Kentucky, [illegible] the [illegible] timber [illegible] Pikeville, [illegible] and the company [illegible] manufacturing [illegible].

W. H. Hatch, of the W. M. Ritter Lumber Company, reports a good demand for hardwoods. The output of the mills of this firm is the largest [illegible] and prices are [illegible] shipments are coming out promptly and the prospects for the future are bright.

W. M. Ritter, head of the concern bearing his name, has returned from a two months' trip to England and the continent. While in England he visited the branches of the company located at London and Liverpool.

## INDIANAPOLIS

Mr. and Mrs. Scott P. Matthews and family have returned from a vacation spent at Crooked Lake, Mich.

The Udell Works, manufacturers of ladders, furniture and specialties, have resumed work with a full force after a month's shut down.

Edward Glimartin, for many years engaged in the lumber business at Fort Wayne, died at his home in that city recently at the age of seventy [illegible].

Louis Mehlig, Raymond Mehlig and Malinda Mehlig have organized the Bunker Hill Lumber Company at Bunker Hill. The company has been incorporated with an authorized capitalization of $10,000.

The city issued 667 building permits of an aggregate valuation of $1,140,969 during July as compared with 560 permits of an aggregate valuation of $1,060,586 during the corresponding month of last year.

With an authorized capitalization of $10,000 the Stepladder Ironing Board Company has been organized and incorporated at Vincennes to manufacture a combination stepladder and ironing board. Those interested in the company are Fred C. Morgan, O. D. Rogers and J. N. Thompson.

Excelsior and wood wool are to be manufactured by the Morris-Jones-Brown Manufacturing Company organized here by G. B. Morris, H. J. Jones and D. M. Brown and incorporated with an authorized capitalization of $60,000.

J. T. Horne, Tuscaloosa, Ala., a veneer manufacturer, was in the city a few days ago on his way to a summer resort in northern Michigan. Mr. Horne says the business outlook is unusually good throughout the South and especially in Alabama. Mr. Horne formerly resided in this city, being engaged in the wholesale veneer business.

Lumbermen of Indianapolis and vicinity were the guests at a picnic given July [illegible] the [illegible] and prominent [illegible] of the city. The picnic was given at the club house of the Crows Nest Motor Club northeast of the city. There were athletic events, a Hoo-Hoo concatenation, a chicken dinner and dancing. About one hundred and fifty, including most of the hardwood lumbermen of the city, attended.

The Indianapolis Chamber of Commerce is arranging a display of Indianapolis-made products during the Indiana State Fair, the week beginning September 7. The exhibits will be made in the windows of downtown merchants. The Central Veneer Company, L. W. Ott Manufacturing Company [illegible] the Hoosier Panel Company are among those who have already [illegible].

## MEMPHIS

W. H. [illegible] of Rowe & Burgess, Inc., has gone to New Orleans to look after the stock of lumber which had been sent to that port prior to the declaration of war in Europe. Before leaving he gave the impression that he would store this lumber in that city pending further developments. His idea was that it would be best to keep all cars separate and distinct so that shipments could go forward without delay as soon as peace comes and as soon as there has been a general resumption of business between this country and Europe.

F. B. Robertson, manager of the lumber department of the Anderson Tully Company, is also in New Orleans. This firm does a considerable export business and Mr. Robertson has gone to the Crescent city to look

after the stock which is in transit to that country. Before leaving he received cancellations on some shipments of the firm and also himself cancelled lumber which had been purchased for shipment to Europe. The Anderson-Tully Company does a considerable domestic business in lumber and the stoppage of its export shipments does not necessarily mean that it will discontinue milling operations. Its largest business is in box shooks, both sawn and veneered, and it expects to keep all its box and veneer plants in operation.

The E. Sondheimer Company has practically stopped shipments of lumber to all countries with the exception of England and since that country has declared war on Germany, and has thus become involved in general warfare in Europe, it is likely that it will also stop all shipments to that country as well. This firm handles about seventy-five per cent of its output in domestic channels and announces that for the present at least it will continue the operation of its mills.

The Belgrade Lumber Company is still running its mill at Isola, Miss., and, while this firm has had all of its export orders cancelled, its plant will keep in steady operation, as the greater portion of its business is done with consumers and distributors in this country. The only question which this firm faces that may be a serious trouble is that banks may not be willing to advance enough cash with which to meet the payrolls. At present, the firm has assurances that there will be enough money forthcoming for this purpose.

Some of the export firms here had considerable booking of steamship room, but they do not anticipate any particular trouble in cancelling these engagements from the fact that steamship companies have refused to accept further shipments and this automatically cancels all engagements. It is therefore expected that no loss will ensue to exporters of lumber from these engagements.

R. J. Darnell, Inc., has stopped all export business and it is now seriously considering shutting down its big mills at Batesville and Leland, Miss. This firm is engaged practically altogether in handling lumber for export and the question of financing its output under present conditions is recognized as a very serious undertaking. R. J. Darnell, president of this firm, is now in Europe. Information reached his office by cable yesterday that he had arrived in London with his daughter, Miss Pauline. There is no suggestion as to the time he will be able to return to America as there is very great irregularity on the part of steamship lines, and as the participation of England will further complicate matters, travel between England and the United States will be further interrupted.

A cable was received this morning at the office of Busse & Burgess, Inc., from Geo. D. Burgess, who has been in Europe for some time. His partner, W. H. Busse, was somewhat uneasy about him several days ago because of his being in Germany, but the cable this morning stated that Mr. Burgess was in London. It did not indicate, however, what time he expected to leave that country.

Memphis does each year a volume of hardwood export business involving a total of approximately $6,000,000. It will be readily seen at a glance that the war in Europe is a very serious matter here. The southern hardwood territory also does a very big business with Europe and the stoppage of exports will throw back upon the domestic market a very large amount of lumber that will have to be taken care of. It is anticipated that this may affect domestic prices to some extent. There is, however, a feeling of confidence among members of the hardwood trade, particularly as there has been a distinct tendency toward improvement in the domestic business the past few weeks. It is regarded as practically certain that the state of war in Europe will react unfavorably upon industrial and financial conditions in America and that there may be a considerable reduction in the volume of business in this country. The belief prevails among hardwood lumber men that the war will be of comparatively short duration because of its intensity and that following the negotiation of peace, there will be abnormal activity in the United States.

The Southern Hardwood Traffic Association is preparing to file a petition with the Interstate Commerce Commission against the Rock Island system, providing for the Arkansas rate plus the bridge toll at this point. J. H. Townshend, general manager of this association, left for Washington the latter part of the past week for a conference with J. R. Walker, attorney for the association at that point. Memphis lumber interests have had a grievance against the Rock Island for some time on account of the alleged excessive rates upon shipments of lumber from points in Arkansas to Memphis, contending that they were out of proportion with the rates for similar distances in Arkansas. In addition to asking for a reconstruction of the Arkansas rates on the basis indicated, a request will be made for reparation of about $10,000 to Memphis lumber interests as a result of alleged overcharges on past shipments. After filing this petition at Washington, Mr. Townshend will spend some time in the East on his annual vacation.

The Southern Hardwood Traffic Association has not yet received the full decision of the Interstate Commerce Commission in the so-called five per cent rate advance north of the Ohio and east of the Mississippi river. It is understood, however, that the advance of five per cent is effective on lumber and lumber products in the territory east of Pittsburgh and Buffalo, but that it does not apply in the territory west of these two points. One of the representatives of the Southern Hardwood Traffic Association stated today that the advance would amount to a very con-


RED GUM
(Leading Manufacturers)

WE OFFER THE FOLLOWING
Band Sawn Stock
4/4 Com. & Better Sap Gum
4/4 Com. & Better Red Gum
6/4 Com. & Better Red Gum
5/4 & 8/4 1s & 2s Red Gum
Quartered and Plain Red and White Oak
This stock contains a good percentage of 14' and 16' lengths and is of excellent widths
W. W. GARY, INVERNESS, MISS.
HARDWOOD LUMBER AND LOGS

OUR SPECIALTY
St. Francis Basin Red Gum
WE MANUFACTURE
Southern Hardwoods
Gum, Oak and Ash
J. H. Bonner & Sons
Mills and Office, QUIGLEY, ARK.
Postoffice and Telegraph Office, HETH, ARK.

ARCHER LUMBER COMPANY
HELENA, ARKANSAS
Manufacturers of
HARDWOODS
SEND US YOUR INQUIRIES
We can furnish your entire requirements in Hardwoods
OUR SPECIALTY — RED GUM

ST. FRANCIS BASIN
RED GUM
(Kraetzer Cured)
Flat-Dry-Bright-Band Sawn
*Write for lists and prices*
GEO. C. BROWN & CO., PROCTOR, ARK.
(20 miles from Memphis, on C. R. I. & P. Railroad)

# WISCONSIN


**BAND SAWED WISCONSIN HARDWOODS**
**Dry Stock For Prompt Shipment**

BASSWOOD BIRCH

WHITE OAK ROCK ELM

HARD MAPLE

One car each of well assorted HARDWOODS AND HEMLOCK will come to us shortly.

**ARPIN HARDWOOD LUMBER COMPANY**
Grand Rapids, Wis. ATLANTA, WIS.

**The Tegge Lumber Co.**

**High Grade**
**Northern and Southern**
**Hardwoods and Mahogany**

**Specialties**
**OAK, MAPLE, CYPRESS, POPLAR**

**Milwaukee, Wisconsin**

**John G. Lockhart Lumber Co.**
**Sheboygan, Wisconsin**

We have the following DRY stock and will make special inducement to move in February and March:

40,000' 5/4" No. 3 Soft Elm.
40,000' 4/4 No. 3 Hemlock.
100,000' 5/4" No. 3 Birch.
50,000' 4/4 No. 3 Maple.
200,000' 4/4 No. 2 and 3 Hemlock.
Can resaw above items.
40,000' 5/4 No. 2 Com. Birch.
100,000' 5/4 No. 2 and Bet. Birch.
50,000' 4/4 No. 2 and Bet. Birch.
20,000' 12/4 No. 2 & Bet. Rock Elm.
75,000' 4/4 No. 1 and Bet. Birch
100,000' 5/4" No. 2 and Bet. Maple
200,000' 8/4" No. 1 and Bet. Maple
100,000' 12/4 No. 2 and Bet. Maple
200,000' 5/4 No. 1 and Bet. Birch
50,000' 5/4" No. 2 Com. Birch
20,000' 8/4" No. 1 and Bet. Birch
40,000' 10/4" No. 1 and Bet. Birch
20,000' 12/4" No. 1 and Bet. Birch
Birch is unselected Red all in.

ABOVE STOCK CAN BE ASSORTED AS TO GRADES. CAN SAW 200,000 FEET PER DAY OF HARD MAPLE TIMBERS AND PLANK.

**Dermott Land and Lumber Company**
**DERMOTT, ARK.**


The Ruby Hardwood Company of Ruby, Miss., has located its sales office in the Hardwood Record building. The mill at the town of Ruby is now [illegible]

The Berson Stave Company of Horatio, Sevier county, Ark., has filed articles of incorporation under the laws of that state. The capital stock is $40,000. E. W. Berson is president. The company will engage in the manufacture, purchase and sale of staves, heading lumber and other products.

Jno. M. Pritchard, secretary of the Gum Lumber Manufacturers' Association, has recently returned from an extended trip to the Atlantic states. He brings back the information that there is a rapidly growing interest in red gum and that manufacturers [illegible] as to the future demand for gum in domestic markets are concerned. He notes, however, that the war situation [illegible] on the other side of the water. However, there are a number of countries which are interested besides those in Europe and the association will try to increase the prestige and use of gum in all countries where the war is not at present a factor.

## NASHVILLE

The European war is the most important phase of the hardwood trade at present. A number of foreign concerns have agencies and yards in the middle Tennessee hardwood territory, this being particularly true of Germany. It is understood that the business of the German concerns will be brought to a standstill pending the great conflict that has opened in Europe. Foreign concerns are also large buyers from producers in this territory, and the war will necessarily curtail operations for the time being. Ocean shipping facilities are such at present that the business could not be handled if it were desired.

The Tennessee Railroad Commission will take up the hearing September 3 of the complaint of the Nashville Lumbermen's Club against the Louisville & Nashville, Nashville, Chattanooga & St. Louis and Tennessee Central railroads with regard to the local rates on logs.

The band mill of the Prewitt-Spurr Manufacturing Company, this city, was destroyed by fire, causing a loss of $10,000, partially covered by insurance. The plant had been leased for about two years by J. B. Gilliland & Co., who had been engaged in customs sawing logs business. The firm will make other arrangements to resume shortly.

The Silber Lumber Company has established yards in West Nashville. The company will continue its uptown office in the Stahlman building.

Benjamin F. Graham, who is said to be a man of great wealth, has been arrested in Los Angeles, Cal., on the charge of swindling Thomas B. Ayers of Nashville in a big timberland deal in 1907. The amount involved is $50,000. Ayers has been dead, and his wife is prosecuting the case. Graham is said to have gone from Chicago to Los Angeles. It is said that the timberland was heavily mortgaged when sold to Graham, which was the cause of the loss. Graham claimed to represent the Graham Steamship, Coal and Lumber Company.

Nashville lumbermen were greatly pleased with the decision of the Interstate Commerce Commission, inhibiting a proposed increase in lumber rates on the Memphis division of the Louisville & Nashville railroad. The increases proposed varied from one to three cents per 100 pounds.

The Moseley Cooperage Company, 429-431 Chestnut street, suffered a heavy loss by fire, the damage being estimated at $10,000, with partial insurance. The night watchman discovered the fire, which had gained great headway from an unknown cause. The residence of M. T. Moseley, manager of the company, was also damaged about $500.

## LOUISVILLE

Louisville hardwood men are giving a good deal of time at present to consideration of the probable effects of the European war on business. [illegible] subject, and most of those present felt that the war could hardly be of benefit, though it was pointed out that higher prices for farm products will give the farmers, who are the leading consumers of the country, greater purchasing capacity. On the other hand, the elimination of the [illegible] to be excessive. For this reason there was some talk of discontinuing mill operations as soon as the present supply of logs is disposed of. The [illegible] however, in order to

determine whether the war is a flash in the pan, or whether it may be expected to continue for some time to come.

Higher rates on lumber from this and other southern markets to important consuming centers in the Middle West is the net result of the decision of the Interstate Commerce Commission favorable to the 5 per cent increase in Central Freight Association territory. Local lumbermen do not object seriously to the increase, except that it will probably mean greatly increased difficulty in figuring rates, if an exact 5 per cent is added to each individual rate. The roads will hardly take less, and they are not authorized to take more. A question which has been raised by the rate experts is whether through rates will be affected by the 5 per cent advance. In other words, what the lumbermen would like to know is whether a rate from a southern producing point to an eastern consuming center, which involves a haul through C. F. A. territory, will be increased to the extent or the percentage of the rate which applies to that haul. Most of the lumbermen believe this will be the case; but on the other hand, it is pointed out that the through rate is usually the result of competitive conditions and that the carriers would not be disposed to make an increase that would encourage the use of a route eliminating the C. F. A. carrier in order to avoid the payment of the additional impost.

Louisville lumbermen have heard rumors of rate advances in the Southeast. One such report has it that the southern carriers are planning an advance on oak lumber 1 cent, effective October 1, and this is supplemented by the statement that cottonwood and gum, which have been handled at lower rates than other hardwoods, would be advanced to the same basis. The report is not entirely confirmed, but the lumbermen are on the lookout, and are not likely to permit an advance of that extent to go into effect without serious objections.

W. P. Brown, retired head of the W. P. Brown & Sons Lumber Company, is enjoying better health now than for a long time. For several months during the winter he was in bad shape, but has regained much of his former strength and is enjoying life. He is spending most of his time at Indianapolis, his home.

Col. Clarence R. Mengel, president of the C. C. Mengel & Bro. Company, and his son, Samuel, who is employed by the company, are at present in England. They are in no danger, of course, but there is a possibility of transportation facilities being interrupted to such an extent that they will be unable to return home for some time to come.

The Louisville Hardwood Club has been meeting recently at Bruen's, a road-house on the South Park road, which is famous for its frog legs as well as its fried chicken. The combination is one that the lumbermen have been doing full justice to.

The J. Schwarzwalder & Son Company, a local cooperage concern, has taken out a permit for the construction of a new factory building. The company manufactures beer kegs.

The Stemmelen Lumber Company, which has maintained yards in New Albany, Ind., and Louisville for several months, has decided to discontinue their operation. Its offices are now in the Keller building, and the concern will confine itself strictly to wholesale operations.

Veneer and panel manufacturers in this territory are reporting improved business, largely as the result of the good business handled by the furniture manufacturers at the midyear shows. The veneer men are finding the demand for sawed oak stock, which has been rather slow, to be better, while the demand for built-up stock is also stronger. Just what effect the war will have on orders for furniture already placed remains to be seen.

Black walnut manufacturers are congratulating themselves upon the rejuvenation of the domestic market for their product, in view of the fact that export business is now a minus quantity. While foreign trade has been quiet for some time, there has been a small movement right along, and its elimination is, of course, an important factor to all branches of the lumber business. It would have been a hard blow for the walnut business had it not been for the fact that domestic consumers have decided to use the wood on a large scale hereafter, and it is now being featured in the lines of furniture, piano, talking machine and other wood-consuming manufacturers.

## ARKANSAS

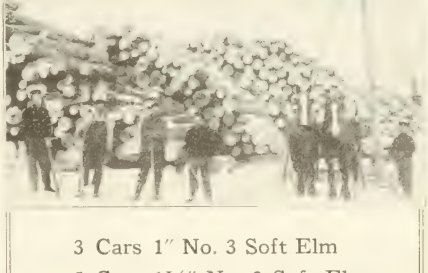
The Chess & Wymond Company of Kentucky, which has been operating stave mills in various parts of Arkansas for the past five years, now has three mills located in Stone county cutting out the large tracts of timber purchased from the Forest Reserve last winter. In that vicinity the timber is very fine, by many said to be the best in the state.

The Homer I. Cutsinger Lumber and Veneer Company has begun operations at its new plant in the Factoria addition to Little Rock, and is now running at full capacity, giving employment to forty-two men. The new mill is cutting quartered oak timber for veneering. It expects within the next few days to put on a full night shift of men, and thus double its present capacity and also double the number of men employed. This is one of the new industries secured through the efforts of the Little Rock Chamber of Commerce.

The actual construction work has been begun also at another of Little Rock's woodworking industries secured by the Chamber of Commerce—the new sawmill for the Little Rock Lumber and Manufacturing Company. This plant is also being constructed in the new Factoria addition, and will be in operation by November 1.

This company was organized recently at Grand Rapids, Mich., with


# WISCONSIN



3 Cars 1″ No. 3 Soft Elm

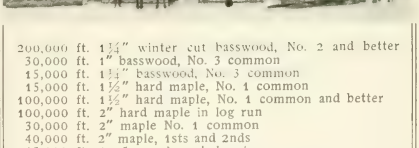
5 Cars 1½″ No. 3 Soft Elm

2 Cars 1″ 1s and 2s Birch

3 Cars 2″ 1s and 2s Hard Maple

10 Cars 5/4″ No. 2 Common and Better Birch

**Gill-Dawley Lumber Co.**
**Wausau, Wis.**



200,000 ft. 1¼″ winter cut basswood, No. 2 and better
30,000 ft. 1″ basswood, No. 3 common
15,000 ft. 1¼″ basswood, No. 3 common
15,000 ft. 1½″ hard maple, No. 1 common
100,000 ft. 1½″ hard maple, No. 1 common and better
100,000 ft. 2″ hard maple in log run
30,000 ft. 2″ maple No. 1 common
40,000 ft. 2″ maple, 1sts and 2nds
45,000 ft. 4 x 5 sound maple hearts
30,000 ft. 1½″ soft elm, No. 1 and 2 common
15,000 ft. 2½″ rock elm No. 1 and 2 common
20,000 ft. 2″ rock elm No. 1 common and better
15,000 ft. 1″ selected red birch
15,000 ft. 1¼″ selected red birch
15,000 ft. 1½″ selected red birch
75,000 ft. 1″ birch No. 1 common and better
150,000 ft. 1¼″ birch No. 1 common and better
15,000 ft. 1½″ birch 1st and 2nd
100,000 ft. 1″ soft elm, log run
50,000 ft. 1″ black oak, mill run

Look these items over and ask for what you want

**C. P. CROSBY, Rhinelander, Wis.**

# V E N E E R

**Birch Veneers. Also Elm, Maple and Basswood**

WE MANUFACTURE FINE ROTARY CUT

**STOLLE LUMBER & VENEER CO. Tripoli, Wis.**

SINGLE PLY ROTARY CUT

Thin Lumber and Veneers, Poplar, Gum, Oak, Yellow Pine and Cypress

The best that choice logs, 1914 Equipment, and long experience can produce.

WRITE FOR OUR LIST OF RANDOM AND OFF SIZES AT ATTRACTIVE PRICES

**Old Dominion Veneer Company**
NORTH EMPORIA, VIRGINIA

# Kentucky Veneer Works

HIGH-GRADE—WELL-MANUFACTURED

# Veneers

IN SAWED AND SLICED QUARTERED WHITE OAK AND QUARTERED RED GUM. OUR ROTARY CUT GUM AND POPLAR CROSSBANDING VENEERS ARE EXCEPTIONALLY GOOD.

**Louisville** **Kentucky**

W. T. THOMPSON VENEER CO.
SAWED
QUARTERED OAK VENEER

**We Have Nothing But Flat Dried Stock**

EDINBURGH, INDIANA

# JAMES & ABBOT COMPANY
## Lumber and Timber
**No. 165 Milk St., BOSTON, MASS.**


factory at Branson, Ark., expects to begin operations at the plant in a few days. The company has secured 100 acres of timber tributary to the plant, and will soon have on hand a sufficient supply for a long run. The stand was heavily timbered on the Arkansas River Company.

[illegible] at Clio, Ala., has resumed operations following a shut down of [illegible] days. The company has secured about 20,000 railroad ties, valued at $10,000. The loss was fully covered by insurance, however. Only by heroic efforts on the part of the Texarkana firemen was the entire plant [illegible] from destruction. The origin of the fire is unknown.

## WISCONSIN

The Tomahawk Stave & Heading Company, at Tomahawk, has resumed operations following a shut down after the recent fire which destroyed the dry kiln. Once staves are thoroughly seasoned and thereby are being piled on the yards to dry. Sawing on heading will be continued as soon as the new dry kiln is rebuilt.

P. E. Kabel of Monico and William Hardell, well known in lumber and manufacturing circles of northern Wisconsin, are erecting a new box factory at Rhinelander on the site of the old planing mill of the Pelican River Lumber Company. New machinery of the latest types will be installed and the plant is expected to be in operation by the end of the month. About fifty men will be employed and the entire output has been contracted for.

A movement which has brought a great demand for hardwood lumber in Wisconsin is the building of silos. Wisconsin is credited with already having more silos than the next three highest states combined. This state was the first in which silos were used to any great extent, which fact is attributed to Wisconsin's rapid advance in the dairy industry. The DeForest Lumber Company, of DeForest, recently announced a list of fifty farmers who have erected silos with lumber furnished by that firm.

Manufacturers of millwork and interior finish for buildings will find a new market in Kenosha, since the Kenosha Lumber Company has added to its business a new department devoted to the supply of such materials to builders.

An indication of progress in the lumber industry at Antigo is seen in the recent installation of electric power transmission lines to the Kellogg Lumber Company and Crocker Chair Company mill yards for the purpose of supplying power to the electric-driven sawing outfit of the Kellogg Supply Company. An electric motor operates four thirty-six inch saws and a conveyor to carry the slabs into cars. Three stocks of slabs will be sawed. The Antigo Manufacturing Company uses practically all maple for slabs, edgings and call broom handles. The Crocker stock is mostly maple with some rock elm and birch, while the Kellogg Company stock includes hemlock.

Mrs. Emily Phelps Witter, widow of the late J. D. Witter and a daughter of Isaac Phelps, a lumberman of Grand Rapids, Mich., died at her residence in Grand Rapids, Wis., August 1. Her death was the result of paralysis, from which she had suffered for three years. Mrs. Witter was seventy-four years old. She is survived by three children.

An ordinance has been introduced in the common council at Milwaukee which will prohibit the construction of shingle roofs within the fire limits of the city. It provided that existing shingle roofs may be retained [illegible] of fifty per cent of the area.

Lumber dealers of Northeastern Wisconsin will meet at Green Bay on August 12, and will form the Northeastern Wisconsin Lumbermen's Club. A committee, consisting of H. R. Isherwood, Sawyer; Enos Colburn, Green Bay, and A. A. Laun of New Holstein, has made announcement to that effect. The purposes of the club are commendable, being to encourage good fellowship and discuss topics concerning the trade. Fifty dealers and their families will be given an outing at Bay View Beach with a get-together dinner at noon. A short business session will be held during the afternoon.

## DETROIT

[illegible] in a thorough standing timber in Michigan to last twenty years at [illegible] and cutting according to actual estimates by Michigan's [illegible]. Most of the standing timber is virgin [illegible] the left

woods being cut almost exclusively at the outset of the lumber industry.

Cobbs & Mitchell, Inc., and the St. Johns Table Company, two of the largest users of hardwood at Cadillac, Mich., have resumed operations after an annual shut down for repairs. At the plant of Cobbs & Mitchell, Inc., a new blower system has been installed with a view to economy in the matter of waste products. A recent windstorm leveled the stack at the table company's plant and a new one 100 feet high will be built. A temporary stack enables operation.

W. B. Mershon, Saginaw lumberman, and two sons are taking a horseback trip through northwestern Montana.

An unusual stick of oak timber, brought to the water surface by a dredge working in the Saginaw river, has attracted attention of veteran lumbermen of the once-busy Saginaw valley. The stick is three feet wide and fifty feet long. Although it has been in the water for fully fifty years, it is in a remarkable state of preservation. Bay City dealers have purchased it.

The Bliss & Van Auken Lumber Company's sawmill at Saginaw, occupied for several seasons by the Struble Manufacturing Company, has been destroyed by fire at a loss of $50,000. Mr. Struble announces that it will be rebuilt at once. The mill was one of the first built in the Saginaw valley district and it not rebuilt would have been the last mill at Saginaw.

The Hill Lumber Company of Bay City has been given a contract for dressing the output of the big mills of the Kneeland-Bigelow Company, also at Bay City. About 20,000,000 feet of lumber will be dressed this year. The Nineteenth street mill of the Kneeland-Bigelow Company has been closed for repairs after a steady night-and-day run for a year.

The mammoth plant of W. D. Young & Co., at Bay City, is operating full time and with a complete crew. The company recently started in operation a plant cutting exclusively for the North American Construction Company, maker of ready-cut houses.

According to the Grand Rapids furniture bulletin the total number of buyers at the Grand Rapids mid-summer show was 1,508, one more than the record for last year. Ohio leads in the number of buyers with 426; Illinois and Michigan follow with 162 and 158 buyers, respectively.

The D. B. Kelly handle factory at Lucas, Mich., will be permanently closed within a short time. It was in that industry D. B. Kelly, president of the St. Johns Table Company and the Cadillac Chair Company, first started in the lumber business.

The Hebard Lumber Company at Pequaming has commenced an extension of its logging railroad at Silver River and will open a new tract of fine hardwood.

# The Hardwood Market

## CHICAGO

The Chicago situation has probably not been affected so much by the European complication as have business conditions in some of the other large centers, particularly in the East. Considerable inconvenience in banking has been experienced by eastern business men, but the situation in this particular in Chicago has maintained about a normal position so far. It remains to be seen whether the arrangements for taking care of such contingency, presumably provided by the recent currency legislation, will be effective.

As far as the effect of the new developments directly in relation to the lumber business is concerned, it cannot truthfully be said that it has as yet been definitely felt, although there seems to be more or less of an undercurrent of apprehension regarding the possible results in the near future. There is another element, however, which looks for a material gain resulting from the European wars and it may be that their predictions will materialize.

Concretely, as the situation now stands, stock conditions are excellent as far as the prospect for fall sales are concerned, both the yards and the factory trade maintaining their condition of short stocks in the absence of large buying of their own goods. Quite a number of excellent sales have been reported in Chicago and the surrounding markets during the last few weeks and most of them have been at gratifyingly strong prices. However, as to whether or not they constitute a reliable criterion it is difficult to say. The effect of such sales, however, cannot but have a favorable effect on the situation locally.

## NEW YORK

Dull times continue in the hardwood trade of New York and instead of removing the obstacles that have been in the path of business for so long time seems to find new ones. It is not easy to forecast the result of the war across the seas, but so far the one big feature has been the crippling of practically all shipping. This has stopped whatever foreign business was going and thus another outlet for lumber as well as other commodities is shut off. That the war will be followed by better business—and even large business in some lines while going on—can not be denied, but business today is not prepared for any more set backs. Hardwood wholesalers report ample stocks at mill points at prices that would be attractive ordinarily but the demand has been so slow to develop that no rush for stocks is noted.


V E N E E R

We will make attractive sales on the following if we hear from you Immediately:

1 car 3/8 FAS Quartered White Oak

2 cars 3/8 FAS Plain Red Oak

2 cars 1/2" FAS Quartered White Oak

1 car 1/2" No. 1 Common Quartered White Oak

3 cars 1/2" FAS Plain Red Oak Rotary Veneers—our own manufacture

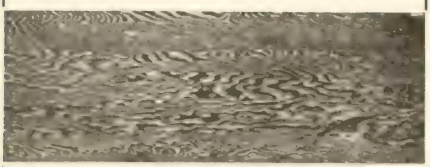
**Stimson Veneer & Lumber Co.**
**Memphis** **Tennessee**

THESE fine logs waiting to be cut for you. Send us your specifications — our price no higher, while our quality is better than most cutters'.

ADDRESS INQUIRIES TO

**Merrill Veneer Company**
**Merrill, Wisconsin**

THE GLUE THAT IS APPLIED COLD



## In Flush Veneered Doors

The chief consideration is uniformly high grade glue. Manufacturers of this modern type of door realize that its development has been retarded because the unavoidable lack of uniformity in other types of glue makes it impossible to know how long a door will stay in condition. The

## Use

Of vegetable glue insures **absolute uniformity** because of the very nature of preparing it and because every pound of our raw material is rigidly inspected.

## Vegetable Glue

Is also a rigid and permanent adherent; will not blister in sanding; has no disagreeable odor; will not deteriorate in standing—for a week if necessary; and can be applied cold without any heating application of any kind in the glue room. In addition, the average saving over former glue bills has been twenty per cent where vegetable glue is used.

**A DOOR MAKER SAYS:**

*South Bend, Indiana.*

*Gentlemen: The convenience and economy of the use of Perkins vegetable glue, its uniformity and the satisfactory results we have obtained, together with the courtesy we have been uniformly shown by the officers and representatives of the company, prompt [illegible] Perkins Glue Company and its products.*

*Yours very truly,*

*THE [illegible] HARDWOOD COMPANY,*

*RHC:S* *E. H. Clarke, Treasurer.*

**Perkins Glue Company**

**Originators and Patentees**

**805 J. M. S. Building, South Bend, Indiana**

THE GLUE THAT RUNS ABSOLUTELY UNIFORM

## PHILADELPHIA

[illegible]

## BUFFALO

[illegible] toward dullness. How the European war will affect trade is a matter of much concern to the lumbermen. It will no doubt cut off the European market for a time and thus cut off one valuable outlet, but domestic [illegible] next turn would seem to be upward.

[illegible] Chestnut is quiet and prices are also off. Stocks of hardwoods in general are plentiful and dealers are so desirous of business that competition [illegible]

## PITTSBURGH

[illegible] buyers seem more disposed to contract ahead for lumber. This, however, is limited at present. More business is being done with the steel concerns which is helping the hardwood trade considerable. The furniture concerns are not buying to any extent. The automobile people are waiting. Retailers in general are buying in mixed car load lots, which does not afford a very profitable business. Prices are hard to get up [illegible]

## BOSTON

The market for hardwoods in New England is consistently strong, taking into consideration the midsummer season, the dull conditions of the general business, the local railroad situation, and the depressing influence of the European situation. Of course, the latter cause has not had time for its full results and it is problematical how serious its effect will be on this trade. While buying is comparatively light, there is evidence that many of the usual purchasing factors for fall business are out to buy stock as usual. In fact, there was an apparent opinion among both buyers and sellers that the fall and winter would be probably better than last winter's trade. Whether this encouraging turn will withstand the loss of foreign trade is uncertain.

As the time nears for the steady influx of Pacific woods via the Panama canal, the dealers are much concerned to see what stocks may be displaced. As a number of woods are already in oversupply, principally the medium-priced finish stock, such as poplar, gum, cypress, etc., there may be a radical change in their values if the price or popular opinion start a very general usage of the Pacific stock. The values of plain oak may be said to still hold, although it takes a very fine character of stock to bring the prices prevailing some months ago. Quartered oak is more stable and seems to be causing no uneasiness. Beech is selling as high or higher than it ever has, while maple and birch are fairly strong. There is the usual quiet demand for cherry and sycamore, and the returning favor of black [illegible] seems to be greater than it has been for some time.

## BALTIMORE

With Europe involved in a great war little can be said of hardwood trade conditions, which are so largely influenced by the foreign markets, [illegible]

inactivity abroad, which left so much more lumber available for distribution in the domestic market and served to hold down prices at home not less than on the other side of the Atlantic. Part of the quiet in the foreign markets, at least in Germany, during the greater part of the past year, was attributed to the sending of large sums of money to Germany to Turkey for her war against the Balkan peoples, a venture that proved highly disastrous. With the resources of the Germans to use means up to satisfactory conditions and as a result of that experience and with a new war in progress, exports must necessarily stop for the present. Even if lumber could be shipped, the receivers would be unable to make payment therefor, which would automatically cause a suspension. The hardwood business, therefore, is thrown entirely upon the domestic trade, and this will also be more or less affected by the momentous disturbance. On the other hand, it is beyond the bounds of the wildest imagination that such a struggle as that going on can last long. Apart from being the greatest war in history, it ought also to be one of the shortest, so that there is hope for an early termination of hostilities, to be followed by conditions of security and peace more encouraging than those that have prevailed. Meanwhile the hardwood men are facing a condition of perhaps greater quiet than has prevailed, with buyers likely to be more conservative even than they were before, and with the resources of the mills severely taxed. Later on there is every prospect that the deficiency will be made up by a corresponding gain in activity, but for the present the trade will move along rather narrow lines. With the United States one of the big producers of food stuffs and other raw materials, including lumber, whose activities have remained unimpaired, it is inevitable that this country will be called on later for enormous supplies. The requirements of the furniture factories and other buyers of hardwoods here has not shown any gain during the week, but it is to be borne in mind that this is about the quietest period of the year when little business is done even under normal conditions. The offerings of oak, ash and all other woods in general use are quite free and the mills have continued operations without interruption, so that some additions to the stocks are to be noted. The general situation has not tended to a stiffening in the quotations, which are more or less unsettled. The special circumstances attending every individual case govern transactions to a greater extent perhaps than heretofore, and the tendency is rather toward a contraction of the movement.

## COLUMBUS

Despite the general business depression the hardwood market in Columbus and central Ohio has been fairly active during the past fortnight. Demand on the part of dealers is the best feature, although some buying is being done by furniture and implement factories. On the whole the tone of the market is satisfactory and the outlook for the future is fairly good.

The price list has been somewhat unsteady. Owners of stocks have been in the habit of shading quotations in order to force trade. This has not reached a point where it has demoralized the market, and in fact there is not as much irregularity now as was the case several weeks ago.

Dealers' stocks are light and they are still following the policy of buying only for present needs. Dry stocks in the hands of manufacturers are increasing since the weather is more favorable for drying. Shipments are coming out promptly and the larger percentage of the buying is being done for immediate delivery. Jobbers and manufacturers say the records for July of this year show up better than the corresponding month last year. Collections are not at all good.

Quartered oak is firm and the volume of business is gradually increasing. Plain oak is in good demand and prices at the Ohio river are the same as two weeks ago. Poplar is a strong point in the trade and the movement is well distributed among all the grades. Wide sizes are rather weak. Chestnut is in good demand, sound wormy especially being strong. Ash is in good demand and the same is true of basswood. Other hardwoods are unchanged.

## INDIANAPOLIS

The hardwood trade in this vicinity is moving along slowly. Business is still below normal, but is better than it was a few weeks ago. Prices are comparatively steady and there seems to be little or no disposition on the part of manufacturers and wholesalers to cut prices in order to force business. It is generally believed that it will be some time before normal conditions maintain in the trade, although the improvement is a little more rapid than was expected. Furniture manufacturers are stimulating business a little by placing orders, although this business is being placed along conservative lines.

Industrial conditions generally throughout the state are still improving. There is a little uneasiness now because of the condition of the corn crop, which is suffering from drouth in most parts of the state.

## TOLEDO

The European war has affected the local market as everybody seems paralyzed and fearful of the business outcome. This was in the very first days and everybody had a pessimistic outlook, with no hope. Now, however, that they have had an opportunity to readjust themselves it does not look nearly so dark, and most of the dealers are able to find some

Paepcke Leicht Lumber Co.
Conway Building 111 W. Washington Street
CHICAGO

RED GUM
AMERICA'S FINEST CABINET WOOD

Consider its good qualities.
It has strength.
Can be brought to a very smooth surface and consequently will take high polish in finishing.
Will not split easily.
Runs strong to wide widths and long lengths.
Is not easily marred or dented.
It can be supplied flat and straight—free of warp and twist.
Has beauty, color, life and character.
Considering its numerous good qualities, it is the lowest priced good hardwood on the market today.
We are the largest producers of Gum in the world.
Have a large and well assorted stock on hand at all times.
Can manufacture special thicknesses on short notice.

We guarantee
QUICK SHIPMENTS
GOOD GRADES
DRY STOCK
GOOD WIDTHS
GOOD LENGTHS
SATISFACTION

Band mills at
HELENA, ARK. BLYTHEVILLE, ARK.
GREENVILLE, MISS.

*Write, phone or wire for prices*

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CHICAGO

GENERAL VIEW OF MAIN SAWMILL PLANT
Equipment: two bands and four resaws. Daily cut-hour capacity 150,000 feet.

# LAMB-FISH LUMBER COMPANY

## Band Mill and General Offices: Charleston, Miss., U. S. A.

### THE LARGEST HARDWOOD MILL IN THE WORLD. ANNUAL CAPACITY, 40,000,000

CABLE ADDRESS—"LAMB." Codes Used—Universal, Hardwood, Western Union, A. B. C. 5th Edition, Okay

## STOCK LIST—Dry Lumber on Hand August 1st, 1914

| | 3/8" | 1/2" | 5/8" | 3/4" | 4/4" | 5/4" | 6/4" | 8/4 | 10/4" | 12/4" | 16/4 |
|---|---|---|---|---|---|---|---|---|---|---|---|
| 1st & 2nd Qtd. Wh. Oak, 6" & up | 33,000 | 15,000 | 89,000 | 30,000 | 90,000 | | | | | | |
| No. 1 Com. Qtd. Wh. Oak, 4" & up | 50,000 | | 8,000 | 9,000 | 50,000 | 29,000 | 1,000 | | | | |
| No. 1 Com. Qtd. Wh. Oak, 6" & up | | | | | 30,000 | | | | | | |
| No. 2 Com. Qtd. Wh. Oak, 32" & up | 7,000 | 4,000 | 5,000 | | | 1,000 | | | | | |
| Clr. Strips, sap no defect 2½-5½" | | | | | 10,000 | | | | | | |
| No. 1 Com. Strips 2½-5½" | | | | 6,000 | 30,000 | | | | | | |
| 1st & 2nd Pl. Wh. Oak, 6" & up | 160,000 | 116,000 | 60,000 | | | | | | | | |
| No. 1 Com. Pl. Wh. Oak, 4" & up | 40,000 | 125,000 | | 117,000 | 175,000 | | | | | | |
| No. 2 Com. Pl. Wh. Oak, 3" & up | | | | 20,000 | | | 1,000 | | | | |
| 1st & 2nd Pl. Red Oak, 6" & up | 30,000 | 26,000 | 16,000 | 45,000 | 30,000 | 10,000 | 15,000 | 25,000 | 500 | | |
| No. 1 Com. Pl. Red Oak, 4" & up | 30,000 | | 24,000 | 27,000 | 332,000 | 78,000 | 15,000 | 15,000 | | | |
| No. 2 Com. Pl. Red Oak, 4" & up | | | | | 100,000 | 9,000 | 2,000 | | | | |
| Oak Core Stock, 4" & up | | | | | 100,000 | | | | | | |
| 1st & 2nd Red Gum, 6" & up | 100,000 | 351,000 | 119,000 | 375,000 | 15,000 | 29,000 | 145,000 | | 7,000 | 3,000 | |
| No. 1 Com. Red Gum, 4" & up | 91,000 | 152,000 | 280,000 | 315,000 | | 100,000 | | | | 6,000 | |
| 1st & 2nd Qtd. Red Gum, 5" & up | | | | | | | 8,000 | 30,000 | | | |
| Sap Gum Box Boards, 13-17" | | | | | 15,000 | | | | | | |
| Sap Gum Box Boards, 9-12" | | | | | 22,000 | | | | | | |
| 1st & 2nd Sap Gum, 13-15" | | | | | 40,000 | | | | | | |
| 1st & 2nd Sap Gum, 15-18" | | | | | 35,000 | | | | | | |
| 1st & 2nd Sap Gum, 18" & up | | | | | 30,000 | | | | | | |
| 1st & 2nd Sap Gum, 6" & up | 30,000 | 27,000 | 52,000 | 95,000 | | 10,000 | 5,000 | | 12,000 | 6,000 | |
| C & B Sap Gum, all 18 ft. | | | | | | 65,000 | | | | | |
| No. 1 Com. Sap Gum, 4" & up | 15,000 | 23,000 | 130,000 | 30,000 | 350,000 | 60,000 | 15,000 | 2,000 | 2,000 | | |
| No. 2 Com. Sap Gum, 3" & up | 200,000 | 117,000 | 175,000 | 175,000 | 30,000 | | 85,000 | 15,000 | | | |
| No. 3 Com. Sap Gum, 3" & up | | | | | 300,000 | 95,000 | 23,000 | | | | |
| No. 1 & No. 2 Com. Cypress | | | | | | | 55,000 | 55,000 | | | |
| Log Run Cypress | | | | | 180,000 | | | | | | |
| No. 1 Com. Tupelo | | | | | 19,000 | | | | | | |
| Log Run Cottonwood | | | | | 22,000 | | | | | | |
| Log Run Elm | | | | | 100,000 | | 3,000 | | | | |
| Log Run Ash | | | | | 9,000 | | | | | | |

VIEW OF MILL, SHOWING PART OF LOGS STORED IN MILL POND. MILL HAS A CAPACITY OF 40,000,000 FEET OF SELECTED HARDWOOD.

rays of hope. While the demand is not especially heavy just now, business conditions in spite of the war scare have shown a vast improvement. Business in general lines is much better and there is a noticeable improvement in steel and iron circles. Factories which have been closed down for months are again in operation. Automobile concerns are starting up again in normal fashion and there is a generally improved outlook. There is, of course, no buying for future use, but the present demand is fairly good. Building operations, especially in this vicinity, continue active and much hardwood is being used by builders. The factory demand is showing some improvement, and coopers are calling for a heavy line of stocks. Prices are holding firm.

## MEMPHIS

The war in Europe has put an end to exports of hardwood lumber from Memphis and from the entire southern hardwood lumber producing territory. This has happened for two reasons. The steamship companies will not accept consignments of lumber for any European port and those on the other side who have made purchases of lumber have cabled instructions cancelling all shipments until further notice. It may also be noted in the same connection that the Friseo system has officially notified lumber and all other interests that it will not accept any further shipments of any kind for export. The other lines are expected to take similar action.

The stoppage is the most complete ever known and it will impose a serious handicap upon those who are engaged exclusively in the export of southern hardwoods for Europe. There are a number of firms engaged in the lumber business here which do some export business but handle the majority of their business in this country. These will be affected so far as their export business is concerned but they will be in a position to go ahead with domestic shipments. In other words, the effect of the war upon them will be much less serious than in the case of those who depend entirely upon Europe for an outlet for their stock.

The stoppage of export business has put most of the firms dealing exclusively in export business out of commission. In some instances mills have already closed down and will await further developments. The firms which do a larger domestic than foreign business will be able to operate their mills provided they are able to finance their output. So far, the banks have signified their willingness to advance the necessary cash to take care of payrolls and most of the mills catering to domestic markets are still running. Just how long they will be able to pursue this course will depend largely upon the attitude of the banks and upon the readiness with which they are able to dispose of lumber. No body knows how tight money may become or how serious stagnation may develop in industrial circles throughout the country. Upon the outcome in this respect depends the action of lumber firms here, including both those in the manufacturing and wholesale divisions of the market.

## NASHVILLE

Business in hardwood in this market during July showed some satisfactory improvement, and just as the dealers and manufacturers were looking for prosperity to become general, the European war situation developed. This has been a serious setback to the hardwood lumber trade, as well as to all other branches of business. Export business has been suspended, and a good many foreign orders are reported to have been canceled. This territory sells a considerable amount of hardwood to England, Germany and other foreign countries, and this business will be cut off for the time being. Woodwork factories in Tennessee also have considerable foreign business, and it is expected that their operations will be greatly affected by the war in Europe. The local market is without important features, except the war phase. There is a fair demand from domestic buyers, and but for the new difficulty it was expected that business was on a fair way to get back to a normal basis.

## MILWAUKEE

An indication of the improvement which is slowly taking place in the general business situation in Milwaukee is found in the announcement just made by A. E. Manchester, superintendent of motive power at the West Milwaukee shops of the Chicago, Milwaukee & St. Paul Railroad, that the plant will start soon on manufacturing 1,316 box cars, a part of an old order for 2,500 cars placed last fall, but held up in part because of the depression. This will mean an increased demand for car lumber. The railroad shops are now employing 5,000 men and operating at more than 60 per cent capacity, repairing cars and general equipment, in readiness for the big crop movement.

Local wholesale lumbermen report that more inquiries are being made and that the outlook is bright for a big fall trade. There seems to be little doubt that stocks in the hands of retailers and the consuming trade are exceptionally light and that active buying must start soon on a larger scale. Dealers are beginning to take more of an interest in the market and are placing better orders so that they may be in readiness for the fall building which will begin in the smaller cities and towns and country districts of the state within the near future.

The sash and door manufacturers are still inclined to buy only enough to meet their present wants, but stocks in the hands of these concerns are unusually light and a better business from this source is expected soon. The implement factories about the state have been placing some


# Mahogany and Circassian Lumber & Veneers

¶ The largest assortment of finest figured Mahogany Logs, Lumber and Veneers in the country can be found at the Chicago plant of C. L. Willey.

¶ We are just in receipt of fifteen cars of remarkably superior Circassian Walnut Logs, large size, well-figured and of good color, which are now being cut into Veneers.

¶ A visit or correspondence from discriminating buyers of all varieties of fine Imported and Domestic Cabinet Woods in Lumber and Veneer is solicited.

¶ You will not only find the Willey warehouses well stocked with a superb collection of Circassian, Mahogany, Vermilion, Black Walnut and other fancy foreign and domestic lumber and veneers, but buyers are assured of prompt and painstaking service, and a quality of product not usually obtainable.

¶ To visit the plant take Blue Island Ave. car at the postoffice to Robey Street.

## C. L. WILLEY, Chicago

*Largest Fancy Wood Veneer and Lumber producing plant in the world*

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All Kinds of High-Grade

## HARDWOODS

S. E. SLAYMAKER & CO.

Representing
WEST VIRGINIA SPRUCE LUMBER CO., Cass, West Virginia.

Fifth Avenue Building, NEW YORK



# Mutual Fire Insurance

Best Indemnity at Lowest Net Cost
Can Be Obtained From

The Lumber Mutual Fire Insurance Company, Boston, Mass.

The Lumbermen's Mutual Insurance Company, Mansfield, Ohio.

The Pennsylvania Lumbermen's Mutual Fire Insurance Company, Philadelphia, Pa.

The Indiana Lumbermen's Mutual Insurance Company, Indianapolis, Ind.

The Central Manufacturers' Mutual Insurance Company, Van Wert, Ohio



# $141,000.00

In Savings **DIVIDENDS** Returned

This Year to Policy Carriers of

## The Lumbermen's Underwriting Alliance

Possibly there is no good reason why YOU were not among these beneficiaries. If it is a matter of eligibility, and you feel that your plant does not at present comply with all requirements, confer with us anyway. Let us see if it cannot be brought up to an acceptable standard at no greater cost than will be justified by the prospective saving on insurance rates.

**U. S. Epperson & Company**
Attorney and Manager
1101 R. A. LONG BLDG. KANSAS CITY


[illegible] are confident that they [illegible] of the [illegible] which at [illegible]

The [illegible] during the month. [illegible] months a year ago [illegible] We Harper building [illegible] for municipal building [illegible] a permit was issued [illegible] During the month [illegible] $565,850 as against [illegible] for the corresponding [illegible]

[illegible] northern hard [illegible] from the north to [illegible] that it would seem [illegible] to decrease in price [illegible]

## LOUISVILLE

[illegible] decision in the last [illegible] to the country to justify general buying on their part, at least by the important lines in [illegible] have already been more illegal, especially as to construction material, such as ties. The [illegible] are [illegible] a normal basis and will be buying a big lot of material from now on. Farm products are being marketed, and this will help to make retail sales good, thus having a stimulating effect on the factory trade. Whether all of these things will be [illegible] the outcome [illegible] of the European conflict is a question. Undoubtedly, the reduction of the exports of American hardwoods to the extent of the loss of foreign business will have a potentially weakening effect on domestic trade; but it is hardly to be supposed that exporters will immediately dump their lumber on the market to sell for what it will bring. It is more logical to assume that production will be curtailed by the manufacturers to a point where the output will coincide with the demands of American users of lumber, and in that event the market should remain stable and the natural improvement, which seems to be ahead should make itself felt in the demand and in prices.

## DETROIT

Detroit hardwood dealers, both large and small, have been in the throes of poor business for nearly three months. There has been a fairly steady run of small warehouse trade but a record of the volume of business is not encouraging. Rough construction lumber trade is about normal, although heavy shipments of southern yellow pine to Detroit have caused a slackening of the demand for northern lumber.

While business has been very slow there is now every indication of improvement. There are many big jobs under course of construction but they have not yet reached the stage where hardwood can be used. The construction of dwellings has provided about the only local business of the summer. Dealers are now optimistically awaiting the results of the furniture expositions. Detroit dealers expect to realize a considerable trade as a direct result of the success of the Grand Rapids exposition. Both furniture manufacturers and automobile body makers have allowed their hardwood stocks to decline until now they are almost at the point where they will be obliged to buy or stop manufacturing.

Several Detroit dealers report out-of-state business booked but say that they are being held up on orders to start shipments.

## LIVERPOOL

The market conditions here can only be described as very bad, in fact conditions have never been quite so bad as at present. The foreign complications and domestic troubles both tend to make things worse. Prices are very poor and consignment shipments coming forward are either sacrificed or yarded. There must be 2,000 hickory logs and an equal quantity of ash lying in store here to shippers' orders. It can readily be seen that shipments under such circumstances will be very unprofitable. The mahogany position is in very much the same condition. There is an immense stock of cheap wood on hand and prices ruling are very low. A great portion of this is very poor and very inferior. Prime panel and board logs are really scarce and are bringing fair figures, but even here the general slump is telling its tale. Shipments of lumber have been pouring forward mainly on consignment, and poor prices only have been received. Merchants here seem afraid to make offers, however low, but shippers should accept same. The only good spot on the market is birch and here shipments have sold well at high prices. Wagon oak follows the general run, the rolling stock works being very quiet while oak lumber receives poor support. Ash lumber has sold very badly. One or two shipments of prime lumber have come to hand which have changed hands at pence below their real value. Shipments of No. 1 common also went cheap, much cheaper than can possibly be profitable. The stock of quartered white oak has been much reduced by some good sales and shipments of 2" prime white oak should come to a good market. There is not much life about trade and there is much more disposition to go away for a holiday and forget business worries.

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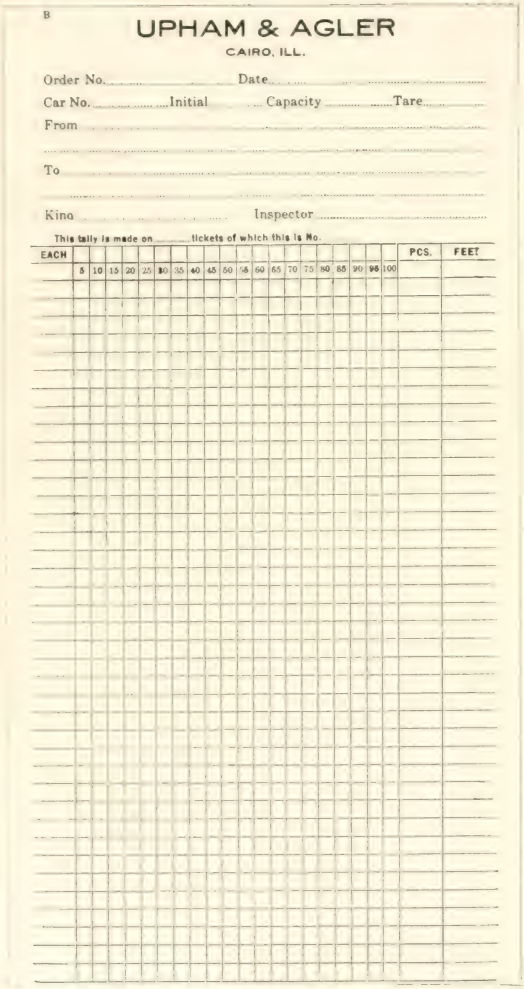

B

UPHAM & AGLER

CAIRO, ILL.

Order No. ..... Date .....

Car No. ..... Initial ..... Capacity ..... Tare .....

From .....

.....

To .....

.....

Kind ..... Inspector .....

This tally is made on ..... tickets of which this is No. .....

| EACH | 5 | 10 | 15 | 20 | 25 | 30 | 35 | 40 | 45 | 50 | 55 | 60 | 65 | 70 | 75 | 80 | 85 | 90 | 95 | 100 | PCS. | FEET |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|

Of Single Duplicate or Triplicate Lumber Tally Ticket (without Loose Carbon Sheets) used in the

## Gibson Aluminum Tally Book Covers

MANUFACTURED BY

HARDWOOD RECORD

537 S. Dearborn Street

CHICAGO

Let us send you catalogue and price list of scores of forms of lumber, flooring and log tally tickets.

**The Gibson Tally Book System** has more than 2,500 users.

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Eight words of ordinary length make one line. Heading counts as two lines. No display except the headings can be admitted.

Remittances to accompany the order. No extra charges for copies of paper containing the advertisement.

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### WANTED—A YOUNG MAN

Who knows or could learn panel business to act as side salesman for factory in North Carolina. Permanent position and advancement to right man.

Address "BOX 80," care HARDWOOD RECORD.

### WANTED—HARDWOOD SALESMAN

To cover Indiana, Ohio and Michigan. Must have established trade and good references.

LELAND G. BANNING, Cincinnati, O.

### WANTED—FIRST CLASS

Mahogany and hardwood salesman with high references. Established trade in Chicago and vicinity preferred. WARREN ROSS LUMBER CO., Jamestown, N. Y.

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### WANTED—EMPLOYMENT

When you want a salesman for New York state territory, write us. We can supply you with a good man. EMPIRE STATE ASSOCIATION of Wholesale Lumber & Sash & Door Salesmen. H. T. Trotter, 428 Powers Bldg., Rochester, N. Y.

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### WANTED—BLACK WALNUT LOGS

**500 cars good black walnut logs, 10" and up in diameter, 6 ft. and up long. Will inspect at shipping point and pay cash.**

GEO. W. HARTZELL, Piqua, Ohio.

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### 8,700 ACRES VIRGIN HARDWOODS

Dawson County, Ga. Two thirds owned in fee, balance timber rights. Will cut 50,000,000 feet. Oak and Poplar predominating. Contains valuable iron and clay deposits, also valuable water power rights. Unquestionable title. For price and other information apply to

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### 70,000 FEET YELLOW POPLAR

Will sell 1sts and 2nds, or No. 1 common and better, or 20,000 feet 12" to 30" clear, or all log run. Above poplar 4/4, small per cent 8/4, and on stick six months, extra fine quality stock.

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### SOUND OR WORMY SOFT MAPLE

White Oak and Birch Squares Wanted.

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### WANTED

Hard Maple and Beech Squares 42", 44", 48" long, plump 1" x 1". Must be clear and straight. If you have any to offer write us Will take them dry or green.

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DIMENSION OAK

Plain and Quartered

Various sizes for chair and table factories.

Send to us for specifications and prices.

INDIANA QUARTERED OAK CO.

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## DIMENSION STOCK FOR SALE

### DIMENSION QUARTERED OAK

Red and white, cut to order for table and chair manufacturers.

DOUGHERTY BROTHERS, Russellville, Tenn.

### FOR SALE—OAK DIMENSION STOCK

1 car 2¼"x24"x25", 29" and 33"

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Arkansas hardwood tracts of timber, consisting of about 70,000,000 feet. Up-to-date plant for manufacturing same can be purchased reasonably or leased. A rare bargain for some one.

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1—30x6 Egan & Co. cabinet surfacer.
1—30x6 Egan & Co. cabinet double surfacer.
1—30x6 Buss cabinet surfacer.
5—Light single surfacers.
2—14x6 J. A. Fay & Co. lightening flooring machines.
1—7x4 E. & B. Holmes flooring machine.
1—30x10 double surfacer, with divided feed rolls.
1—36x6 Berlin cabinet surfacer with sectional rolls and chip breaker.
3—36" band saws; 1—42" band saw.
1—40" band saw.
1—48" 3-drum H. B. Smith Sander.
1—60" 3-drum Columbia Sander.
1—48" 3-drum Berlin Sander.

Many other woodworking machines, boilers, shafting, pulleys, belting and hangers, Corliss and automatic engines, dynamos and motors.

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400,000 ft. White Oak Timber 10"x14" to 12"x16". Will submit schedule upon application. 12 to 18 months in which to make delivery.

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In wholesale Hardwood lumber business, specialties, in Philadelphia. Address

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In the heart of the best Adirondack Hardwood, a well-equipped veneer plant in first-class condition. Reinforced concrete buildings, water power, also steam for emergency. Generator with electric lighting system. Many years' timber supply. Market for entire output in immediate vicinity. Will be sold at a bargain. Address, JOHN J. TURNER, Permanent Receiver, Amsterdam, N. Y.

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**and all other hardwoods, in all grades and thicknesses, can be readily sold if advertised in the Wanted and For Sale section of HARDWOOD RECORD. If you have a large stock you want to sell try a few lines in this department and see what a lot of inquiries they will bring you.**

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## E. H. KLANN LUMBER CO.

**Cottonwood, Gum, Oak, Ash, Cypress, Yellow Pine, Dimension Stock**

**819 FISHER BLDG. HAR. 1187**

## COUNTERFEIT CHECKS

are frequent except where our

**Two Piece Geometrical Barter Coin**

is in use, then imitation isn't possible. Sample if you ask for it.

**S. D. CHILDS & CO.**
**Chicago**

We also make Time Checks, Steel Stamps and Log Hammers.

## GERLACH

**Circular, Band and Cylinder Saws, New Roller Saw Swages and Sharpeners**

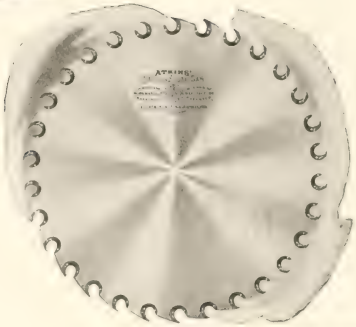
Are unexcelled in Europe or America. We use the best steel, the finest equipment and have sixty years behind us.

**THE PETER GERLACH COMPANY**
**Cleveland** **Sixth City**

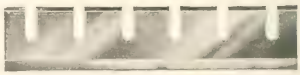
# ATKINS SILVER STEEL SAWS

*These are the Saws that made "the cut" in the Forest Products Exposition. These are the Saws that are making an equal reputation in the largest filing rooms everywhere.*

Atkins Band Saws come fitted for use. They take their tension readily and hold it. Easy to swage and stand up to their work




Atkins Solid or Inserted Tooth Circulars are made of Silver Steel. This insures longest life and least re-fitting.



Atkins Machine Knives for all purposes are correctly made, properly balanced, smoothly welded. Atla Steel means long life to knives.

*Specify ATKINS SAWS or KNIVES next time. Any Dealer or Supply House will furnish them. If not, write to the nearest address below.*

***Send for Our New 240 Page Catalog***

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Branches carrying complete stock in the following cities: Address E. C. ATKINS & CO.,

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# Advertising Yellow Strand Powersteel

has not been the cause of its wide spread popularity among hardwood lumbermen. They prefer this excellent wire rope because of its wonderful strength and elasticity. It gives maximum service at minimum cost.

Yellow Strand Powersteel is made of foreign drawn steel wire. Every wire has a tested tensile strength of 240,000 to 260,000 pounds to the square inch. It will withstand the severest strains to which logging lines are submitted.

We believe Yellow Strand Powersteel is best and most economical of all logging lines. Hundreds of voluntary letters from prominent lumbermen in all parts of the U. S. confirm that belief.

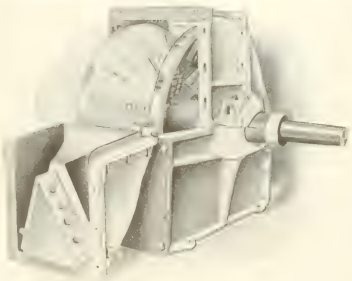
**We made it good—its friends made it famous**

Why don't you economize, too, by using Yellow Strand Powersteel? Write for copy of catalog No. 50.

**Free** our illustrated monthly magazine, The Yellow Strander, free for a year to all rope users. Write for it.

**Broderick & Bascom Rope Co.**
New York ST. LOUIS Seattle
Factories:
ST. LOUIS AND SEATTLE
Agents Everywhere

YELLOW STRAND



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THE DIAMOND DOUBLE ANVIL HOG IS SPECIALLY ADAPTED FOR HARDWOOD MILLS

Let Us Send You Bulletin R

**DIAMOND IRON WORKS**
MINNEAPOLIS MINNESOTA

## LIDGERWOOD

LOGS AT MILL AT LOWEST COST

## SKIDDERS

EASY TO INSTALL

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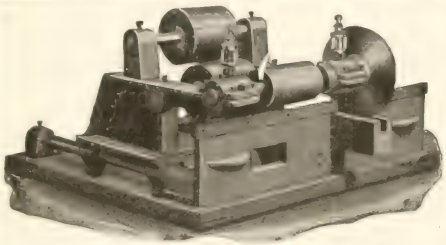
THE NATIONAL HARDWOOD DRIER

THE NATIONAL DRY KILN COMPANY, INDIANAPOLIS, INDIANA



**BUTTING SAW**

*for*

**Flooring Factories**

For cutting out defects and making square and smooth ends for end-matching machines. Used by the largest producers. Write for particulars and prices.

Manufactured by

**Cadillac Machine Co.**

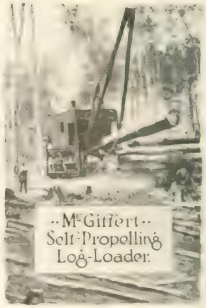
CADILLAC, MICH.

# The Clyde System in Logging

aims to cut out as much dead time (time used in moving and getting ready to work) as possible and have the machines put in practically the full day skidding & loading logs

We will gladly show you how it works out

--Clyde--
Self-Propelling
Skidder.



--McGiffert--
Self-Propelling
Log-Loader.

## CLYDE IRON WORKS

Manufacturers of Machines for EVERY Logging Operation

CLYDE DULUTH, U. S. A. CLYDE

*"Great Port of the Northwest"*

# Logging Locomotives

must be specially designed to suit the service. Baldwin loggers have been built in all types and sizes.

The Mikado type, illustrated above, is doing excellent work, where long hauls must be made with heavy trains.

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**PHILADELPHIA, PA., U. S. A.**
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F. W. WESTON ..... 50 Church Street, New York, N. Y.
CHARLES RIDDELL ..... 625 Railway Exchange, Chicago, Ill.
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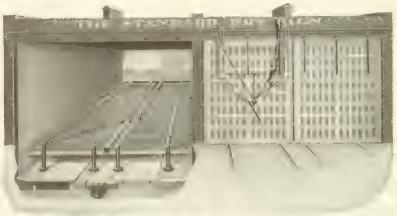
GEORGE F. JONES ..... 407 Travelers' Building, Richmond, Va.
A. WM. HINGER ..... 722 Spalding Building, Portland, Oregon



# Absolute Control

of the drying element—heat, humidity and circulation of air. It's this *absolute control* that has made The Standard Moist Air Kiln so completely successful in drying *all varieties* of HARDWOODS, without exception.

It's simple and easy to regulate the drying conditions so as to perfectly suit the requirements of *your* product. Write for the catalog. Address The Standard Dry Kiln Co., 1359 McCarty St., [illegible]





**ELEPHANT RUBBER BELTING**

**AIR DRILL AND AIR TOOL HOSE**

**STEAM WATER SUCTION**

**EXTRA QUALITY**

Recommended for hard service and guaranteed to do the work

SELLING AGENTS

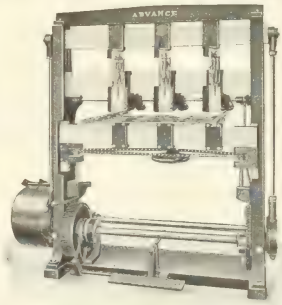
CRANE COMPANY - - ALL BRANCHES
STANDARD EQUIPMENT CO., MOBILE, ALA
ALBANY MILL SUPPLY CO., ALBANY, GA.

**THE MECHANICAL RUBBER COMPANY**
(Chicago Rubber Works)

**307 W. Randolph Street, CHICAGO**
**ESTABLISHED 1882**



# Wire Stitching Machinery




FOR

Crates, Veneer and Resawed Lumber Boxes, Also Wire and Metal Bound Boxes,

FRUIT PACKAGES, BASKETS, FIBER SHIPPING CASES, PAPER BOXES AND SPECIAL PURPOSES

ASK FOR CATALOGUE

Manufactured by

**SARANAC MACHINE COMPANY**

BENTON HARBOR, MICH., U. S. A.

# VENEERS AND PANELS


## Ahnapee Veneer & Seating Co.

HOME OFFICE, FACTORY AND VENEER MILL, ALGOMA, WIS.
VENEER AND SAWMILL, BIRCHWOOD, WIS.

We manufacture at our Birchwood plant single ply veneers of all native northern woods and deliver stock that is in shape to glue.

From our Algoma factory, where we have specialized for twenty years, we produce panels of all sizes, flat or bent to shape, in all woods, notably in Mahogany and Quarter-Sawed Oak.

We make no two-ply stock, and do not employ sliced cut quartered oak. Our quartered oak panels are all from sawed veneer.

Every pound of glue we use is guaranteed hide stock. We do not use retainers. Our gluing forms are put under powerful screws and left until the glue has thoroughly set.

If you seek a guaranteed product that is the best, based on results accomplished by most painstaking attention and study of every detail, combined with the use of the best stock and an up-to-date equipment, our product will appeal to you.

If you are a "price buyer" we probably cannot interest you.

TOMAHAWK VENEER & BOX CO.

Veneer Lockports, Cut Stock, Bottoms in Birch and Basswood, Box Boards, Back Panels, also Heading and Basswood Veneer Boxes our Specialties

TOMAHAWK WISCONSIN

*You can't afford to be without* The *Gibson Tally Book* *when it costs but a dollar, if you want the most convenient and accurate system for tallying lumber.*

*Hardwood Record :: :: :: Chicago*

## B. C. JARRELL & CO.

MANUFACTURERS OF

**High Grade, Rotary-Cut Gum**

## VENEERS

**Cut right; dried right; prices right**

HUMBOLDT, - TENNESSEE

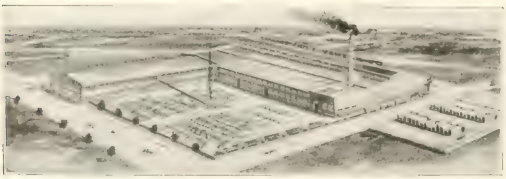
## Custom Mill Work, Storage, Inspection

ON

### Foreign Fancy Woods, Mahogany, Cedar, Circassian

We receive the logs, store or warehouse them, manufacture them into lumber, cut or saw veneers, pile and store the product, and ship via any railroad. Also furnish inspection returns on logs or lumber. Can furnish accommodations and economies which it is impossible to secure elsewhere. We always have on our yards parcels of plain and figured African, Mexican and Cuban Mahogany, Circassian Walnut and Cedar logs, placed here for sale by direct foreign shippers, from which advantageous purchases can be made.

Astoria Veneer Mills & Dock Co. Long Island City, New York



EVANSVILLE VENEER CO., Evansville, Indiana

## VENEERS

Manufacturers and Importers of

Circassian Walnut, Mahogany

and other woods

**We quarter-saw and slice White Oak, Red Oak, Gum and Sycamore**

Rotary cut stock in poplar and gum, for cross banding, back panels, drawer bottoms and panels.

Plant is equipped with the most modern machinery and drying systems known.

# 10,000 HERE IS SOMETHING FOR YOUR MILL: TEN THOUSAND MAHOGANY LOGS 10,000

For immediate Sale and Delivery. All fresh live logs felled since Jan. 1, 1914. Cut from high ground on the east coast of Nicaragua, with greatest possible expectations of veneer stock. A bargain right from the producer. No brokers—no commission charges—no monopoly—no concession.

*First years free cuttings on new ground thrown open by Nicaragua Government.*

**WE ARE CUTTERS ONLY** Sales considered in no less than lots of one thousand logs.

**COMPANIA MINERA LA LUZ y LOS ANGELES, Box 939, Pittsburgh, Pa.**

# WISCONSIN

WHERE THE FINEST NORTHERN HARDWOODS GROW

# Rotary Cut Veneer and Built-up (3 & 5 Ply) Panels

MADE from the best Wisconsin

**Birch Basswood**
**Gray Elm Red Oak**

*Also Mahogany Panels of every grade.*

This is the stock that satisfies the manufacturer of furniture, interior finish and doors because it is cut under right conditions, perfectly seasoned and carefully handled all the way from stump to car.

***A trial order will convince you***

**The Underwood Veneer Company**
**Thomas Street Wausau, Wisconsin**

Our New Mill in Phillips, Wis.

ARE YOU IN THE MARKET FOR THE BEST

# Wisconsin Hardwoods?

Send for Price List "H. R." Today

These Items Are in Excellent Shipping Condition

500,000' 4/4 No. 2 Common and Better Unselected Birch.
300,000' 4/4 No. 1 Common and Better Unselected Basswood.
350,000' 4/4 No. 2 Common Basswood, Rough.
400,000' 4/4 No. 3 Common Basswood, Rough.
300,000' 6/4 No. 2 Common and Better Soft Elm.
100,000' 6/4 No. 3 Common Soft Elm.
500,000' 4/4 No. 2 Common and Better Hard Maple.
1 Car 8/4 No. 2 Common and Better Basswood.
1 Car 5/4 Nos. 1, 2, and 3 Basswood.
3 Cars 4/4 No. 3 Common Ash.
5 Cars 6/4 Soft Elm Scoots.
3 Cars 6/4 Birch Scoots.
1 Car 4/4x11" and Wider 1st and 2nd Basswood.

**KNEELAND-McLURG LUMBER COMPANY**
Manufacturers of Hardwoods
**Phillips, Wisconsin**

# Our Bargain List Special

**PRICES THIS WEEK**

2 cars 1¾"—Nos. 2 and 3 Com. Basswood.
1 car 1½"—Nos. 2 and 3 Com. Basswood.
2 cars 2"—No. 1 Com. & Better Hard Maple.
1 car 2"—Log Run Hard Maple.
4 cars 1¾"—Log Run Hard Maple.
1 car 1"—No. 1 Com. & Better qr.-swd. Red Oak.
2 cars 1"—2 to 3" wide, 3' & Lgr. Maple Crating Strips.
½ car 3½x6"—Maple Hearts.
½ car 4x6 to 8'—Maple Hearts.

**R. CONNOR CO.**
**Main Office MARSHFIELD, WIS.**

# BIRCH

4-4 and thicker, No. 1 Common and Better also 4-4-5 and 6-4 Red Birch

We have on hand a complete stock (winter sawn) Red, Plain and Unselected Birch, Basswood, Soft and Rock Elm and Hardwood Lath.

LET US QUOTE YOU PRICES

**Rice Lake Lumber Co., Rice Lake, Wis.**

# MICHIGAN

FAMOUS FOR HARD MAPLE AND GREY ELM

## "Ideal" Steel Burnished Rock Maple Flooring

is the flooring that is manufactured expressly to supply the demand for the best. It is made by modern machinery from carefully-selected stock and every precaution is taken throughout our entire system to make it fulfill in every particular its name—"IDEAL."

ROUGH OR FINISHED LUMBER—ALL KINDS

*Send Us Your Inquiries*

**I. Stephenson Co., Trustees - WELLS, MICHIGAN**

## EAST JORDAN LUMBER CO.

EAST JORDAN, MICHIGAN

*We offer the following Dry Stock:*

- 3 cars 1&2" and up No. 1 Common and Better Maple.
- 1 car 5/4 No. 1 Common and Better Maple.
- 10 cars 4/4 Full log run Beech.
- 5 cars 5/8 Full log run Beech.
- 5 cars 4/4 End dried White Maple.
- 1 car 4/4 No. 2 Common and Better Soft Maple.

WINTER CUT PROMPT SHIPMENT BAND SAWN

## "Chief Brand" Maple and Beech Flooring

in 3/4, 7/8 and 13-16 and 1 1-16 inch Maple in all standard widths and grades, will commend itself to you and your trade on its merits alone

WRITE US, WE CAN INTEREST YOU

**Kerry & Hanson Flooring Co.**

GRAYLING, MICHIGAN

## S. L. EASTMAN FLOORING CO.

SAGINAW BRAND

**MAPLE FLOORING**

SAGINAW, MICH.

"WE ARE GETTING RESULTS"

WRITES ONE ADVERTISER

This Means That He Is Getting

## NEW BUSINESS

Through His Ad

If we can do it for him is there any logical reason why we can't for you?

*MAKE US PROVE IT*

HARDWOOD RECORD, CHICAGO

## HARDWOOD RECORD

Not only the ONLY HARDWOOD PAPER but the BEST LUMBER PAPER published

## Lumber Dried As Never Before

SEE THE DIFFERENCE

GRAND RAPIDS DRY KILN

GRAND RAPIDS VENEER WKS., SOLE MFRS., MICHIGAN

## SECURE BETTER PRICES

AT LESS SELLING COST BY REACHING MORE CUSTOMERS. HARDWOOD RECORD PUTS YOU BEFORE THEM ALL TWICE A MONTH. ASK US ABOUT IT.

# BUFFALO

## The Foremost Hardwood Market of the East

**Hugh McLean Lumber Co.**

*QUARTERED WHITE OAK*

940 ELK STREET

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T. SULLIVAN & CO.

SPECIALTIES

***Gray Elm, Brown Ash***

Pacific Coast Fir and Spruce

2 ARTHUR STREET

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YEAGER LUMBER COMPANY, Inc.

**Oak, Ash and Poplar**

932 ELK STREET

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**ANTHONY MILLER**

**HARDWOODS OF ALL KINDS**

**893 EAGLE STREET**

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Standard Hardwood Lumber Co.

**OAK, ASH and CHESTNUT**

*1075 Clinton Street*

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G. ELIAS & BRO.

**HARDWOODS**

White Pine, Yellow Pine, Spruce, Hemlock, Fir, Lumber, Timber, Millwork, Boxes, Maple and Oak Flooring

955-1015 ELK STREET

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BUFFALO HARDWOOD LUMBER CO.

We want to buy for cash

OAK, ASH AND OTHER HARDWOODS

All grades and thicknesses.

Will receive and inspect cars at shipping point

Bismarck Street, Memphis, Tenn.

940 Seneca Street, BUFFALO

---

The above firms carry large and well assorted stocks of all kinds and grades of Hardwoods, and have every facility for filling and shipping orders promptly. They will be pleased to have your inquiries.

Manufacturers
Gum
Oak
Cypress

# General Lumber Company

Cottonwood
Maple
Elm

Memphis, Tenn.

## Little River Lumber Company

TOWNSEND, TENN.

WE continue cutting Hardwoods and Hemlock out of big, smooth, clean, prime logs, and we give special attention to the making of stock that is hard to make and is required in heavy thicknesses and special widths and lengths. We are in shape now to cut Poplar, in any widths or thicknesses desired. Also are getting into the mill a fine lot of Chestnut logs that can be cut to order. A little later on will be glad to talk Southern Mountain Maple with you—IT IS SURE FINE. Also Hemlock in all widths and all grades.

We Continue to Solicit the Business of

**Discriminating Buyers of High Grade Smoky Mountain Hardwoods and Hemlock**

## We Are Now Ready To Figure On ORDERS and CONTRACTS For Rotary Cut Gum

For delivery after Sept. 1st, 1914, from our New, Large, Modern Veneer Plant at

**Clarendon, Arkansas**

We have for immediate shipment an immense stock of rotary cut Poplar, Oak, Pine, Chestnut, Ash, Walnut, etc., in standard thicknesses and sizes, also rare bargains in cut-downs from our Burnside, Kentucky, Plant.

## CHICAGO VENEER COMPANY, Danville, Ky.

Incorporated

# YELLOW POPLAR

MANUFACTURERS OF BAND SAWED
POPLAR
QUARTERED OAK
PLAIN OAK
CHESTNUT
BASSWOOD

White Oak Flooring

SPECIALTY
QUARTER SAWED
WHITE OAK

Coal Grove, Ohio, U. S. A.

# LUMBER CO

MARKETS FOR AMERICAN LUMBER

# Hardwood Record

Nineteenth Year, Semi-Monthly.

CHICAGO, AUGUST 25, 1914

Subscription $2. Single Copies, 10 Cents.

We are prepared to ship promptly on receipt of order

**Hardwoods of All Kinds**

from our Philadelphia Yard or direct from our Mills.

**Specialties**

- 7 in. x 24 in. No. 1 Heart Split Cypress Shingles.
- 5-8 Soft Yellow Tennessee Panel Poplar 18 in. and over.

**J. Gibson McIlvain & Co.**
1420 Chestnut Street, Philadelphia, Pa.

**Memphis Band Mill Co.**
Manufacturers
**HIGH GRADE LUMBER**

QUARTERED WHITE OAK
PLAIN WHITE OAK
QUARTERED RED OAK
PLAIN RED OAK
RED GUM SAP GUM
COTTONWOOD

ALL BAND SAWN

LET US QUOTE YOU PRICES

**Memphis Tennessee**

**CARTIER-HOLLAND LUMBER COMPANY**

SPECIAL LIST STOCK FOR FURNITURE TRADE

000 ft. 6/4 Log Run Beech
000 ft. 8/4 Log Run Beech

CRATING

300,000 ft. 1x4 No. 4 White Pine Crating

REMEMBER

MICHIGAN TRUST BUILDING
Grand Rapids, Michigan
MILL Ludington, Michigan

# MICHIGAN

FAMOUS FOR HARD MAPLE AND GREY ELM

**Michigan Hardwoods, Our Own Manufacture**

**Sales Department**

## COBBS & MITCHELL, Inc.

CADILLAC, MICH. AUGUST 2, 1914

Dry Stock List

| | |
|---|---|
| 4/4 Ash No. 3 Common | 34 M |
| 1x6 Basswood 1s and 2s | 45 M |
| 4/4 Basswood 1s and 2s | 200 M |
| 4/4 Basswood No. 1 Common | 200 M |
| 4/4 Basswood No. 2 Common | 200 M |
| 4/4 Basswood No. 3 Common | 150 M |
| 1x3 and 4 Basswood No. 3 Common | 8 M |
| 1x5 Basswood No. 3 Common | 7 M |
| 1x6 Basswood No. 3 Common | 60 M |
| 1x7 and up Basswood No. 3 Common | 20 M |
| 4/4 Red Curly Birch 1s and 2s | 5 M |
| 4/4 Cadillac Gray Elm 1s and 2s | 100 M |
| 1x14 and up Cadillac Gray Elm 1s and 2s | 7 M |
| 4/4 Cadillac Gray Elm No. 1 Common | 100 M |
| 4/4 Cadillac Gray Elm No. 2 Common | 200 M |
| 6/4 Cadillac Gray Elm 1s and 2s | 50 M |
| 8/4 Cadillac Gray Elm 1s and 2s | 20 M |
| 8/4 Cadillac Gray Elm No. 1 and 2 Common | 17 M |
| 4/4 White Maple End Dried (Clear) | 6 M |
| 5/4 Maple Step 1s and 2s | 23 M |
| 4/4 Maple No. 3 Common | 60 M |
| 4/4 Elm, Basswood and Oak No. 4 Common | 85 M |
| 4/4 Red Oak No. 3 Common | 14 M |

*"It is not what lumber costs you, so much as what you can get out of it, that decides its value for your work."*

## MITCHELL BROTHERS CO.

DRY STOCK LIST

## MICHIGAN HARDWOODS

CADILLAC, MICH. AUGUST 2, 1914

| | |
|---|---|
| 1x5 Basswood, No. 1 Common | 8 M |
| 1x6 Basswood, No. 1 Common | 19 M |
| 1x7 & up Basswood, No. 1 Common | 16 M |
| 4/4 Birch, No. 3 Common | 9 M |
| 4/4 Cadillac Gray Elm, 1's & 2's | 100 M |
| 4/4 Cadillac Gray Elm, No. 1 Com. | 100 M |
| 5/4 Cadillac Gray Elm, 1's & 2's | 18 M |
| 12/4 Cadillac Gray Elm, 1's & 2's | 5 M |
| 4/4 Soft Maple, No. 3 Common | 30 M |
| 6/4 Hard Maple, No. 1 Com. & Btr. | 3 M |
| 4/4 White Maple, End Dried (Clear) | 10 M |
| 4/4 Birdseye Maple 1's & 2's, End Dried | 1 M |
| 4/4 Basswood & Elm, No. 4 | 20 M |
| 4/4 Maple & Beech, No. 3 Common | 200 M |
| 4/4 Tamarack, Merchantable | 10 M |

**CADILLAC QUALITY**

When you want lumber of Cadillac Quality, lumber which has been manufactured and seasoned properly, and grades which have not been blended to meet price competition — send us your inquiries.

**WE SELL ONLY MITCHELLS-MAKE**

## W. D. YOUNG & CO.

MANUFACTURERS

**FINEST MAPLE FLOORING**

KILN DRIED, HOLLOW BACKED
MATCHED OR JOINTED
POLISHED AND BUNDLED

**Hard Maple, Beech and Birch Lumber**

1 TO 6 INCHES THICK WRITE FOR PRICES

**BAY CITY, :: :: MICHIGAN**

## *If you haven't seen the Gibson Tally Book*

Let us send you one on approval, with samples of Tally Tickets for triplicate, duplicate or single tallies—a score of forms to choose from. They are the latest and best. Endorsed by hundreds of lumber manufacturers and buyers.

**Hardwood Record**
CHICAGO

# LOUISVILLE:

## Headquarters for

## HARDWOODS

W. P. Brown & Sons Lumber Company
Stemmelen Lumber Company
(Branch Office, New Albany, Ind.)
Norman Lumber Company
(Mills at Holly Ridge, La.)
North Vernon Lumber Company
Edw. L. Davis Lumber Company
Churchill-Milton Lumber Company
The Louisville Veneer Mills
Booker-Cecil Lumber Company

**J. RAYNER**
**VENEERED PANELS**
ALL WOODS
SEND FOR STOCK LIST
**MAHOGANY LUMBER**
CARROLL AVE. AND SHELDON ST.
CHICAGO

**An Opportunity to Make Money With Small Capital**

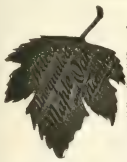
I have a small tract of timber, well located, in Central Southern Hardwood Belt, which will cut several million feet of FINE OAK.

Will sell to mill man at $2.50 per M ft. for the timber only—or $3.00 per M ft. for the land and timber. Reasonable terms.

You can make a handsome profit on the timber and have a splendid farm left. Bottom land, no overflow.

If interested write for particulars.

JOHN C. SPRY
1003 Harris Trust Building
CHICAGO, ILL.



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For thirty-three years Wilce's Hardwood **Flooring** has been among the foremost on the market and because it stands today "unequaled" is the best evidence that its manufacturer has kept abreast of modern methods and the advanced demands of the trade. To convince yourself of the above statements, try our polished surface flooring, tongued and grooved, hollow backed, with matched ends and holes for blind nailing—you'll find it reduces the expense of laying and polishing.

*Our Booklet tells all about Hardwood Flooring and how to care for it—also prices—and is free.*

**The T. Wilce Company**
22nd and Throop Sts. CHICAGO, ILL.

SAVE YOUR MONEY BY USING THE

**RED BOOK** Published Semi-annually in February and August

It contains a carefully prepared list of the buyers of lumber in car lots, both among the dealers and manufacturers.

The book indicates their financial standing and manner of meeting obligations. Covers the **United States, Alberta, Manitoba and Saskatchewan.** The trade recognizes this book as the authority on the line it covers.

A well organized Collection Department is also operated and the same is open to you. **Write for terms.**

**Lumbermen's Credit Assn.,** Established 1878

608 So. Dearborn St. CHICAGO — *Mention This Paper* — 55 John St. NEW YORK CITY

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of **HARDWOOD RECORD** subscribers are owners of steam plants. Eighty-nine per cent are, therefore, buyers of wood-working machinery. There is little percentage of waste circulation in **HARDWOOD RECORD** for machinery advertisers.

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WHOLESALE LUMBER
*Always in the market for OAK, GUM and POPLAR*

¶ For items of Hardwood Stock or Hardwood Machinery, you will find it advantageous to write our advertisers. Get in touch!

# KNOXVILLE

Famous for Finest Type of Poplar, Oak and Chestnut.

## VESTAL LUMBER AND MANUFACTURING CO.

KNOXVILLE, TENNESSEE.

**QUARTERED WHITE OAK**

OUR SPECIALTY

MANUFACTURERS OF

**QUARTERED WHITE OAK, PLAIN OAK, POPLAR, WALNUT & TENNESSEE RED CEDAR LUMBER**

BAND MILLS AT VESTAL, A SUBURB OF KNOXVILLE. SOUTHERN AND LOUISVILLE & NASHVILLE RAILROAD

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C. C. CANNON. C. R. SWANN.

## J. M. LOGAN LUMBER CO.

MANUFACTURERS AND WHOLESALERS
HARDWOODS AND PINE
POPLAR A SPECIALTY

Main Office and Yards: Knoxville

Branch Office and Yard:
Bank and McLean Ave., Cincinnati I. M. ASHER, Mgr.

We Want Orders for the following Dry Stock:
WHITE OAK—Plain or Quartered.
RED OAK—Plain or Quartered.
CHESTNUT BASSWOOD
POPLAR WHITE PINE

Always carry large well assorted stock of all kinds of Hardwoods.

CAN SHIP ON SHORT NOTICE.

HARDWOOD RECORD is a different kind, and altogether better lumber newspaper than has hitherto been published. This is made possible by the loyal co-operation and support of the hardwood element of the lumber industry. If you are a subscriber you will agree.

## Sliced Quartered Oak

"THE VERY BEST"

FIGURED AND PLAIN

ASH, CHESTNUT, POPLAR, PINE
RED OAK, WH. OAK, WALNUT

**Knoxville Veneer Co.**

P. B. RAYMOND, General Manager, Knoxville, Tenn.

## What Veneer and Panel Consumers Will Use in 1914

This information is shown in our service of veneer and panel consumers' requirements lists—complete according to 1914 requirements.

The information contained is all first hand and guaranteed to be authentic. It gives all details that you want to know on which to base an intelligent quotation.

It would cost you thousands of dollars and years of work to compile the same information—we know because that is what it cost us. You can have it for 1% of its real cost.

As its best use is while it is fresh and it costs only two cents to write, drop us a line today and let us give you the details.

HARDWOOD RECORD, CHICAGO, ILL.

# The Public Has "Caught On"

The Great American Public doesn't overlook many bets. It knows a good thing when it sees it, and puts the O. K. of its approval on most of the products that are worth while. That is why the revival of **American Black Walnut** has been accomplished so easily. The intrinsic qualities of the wood, coupled with the vogue of browns in the furniture and interior finish fields, made it easy to re-establish it with those discriminating consumers whose example is so quickly followed by the trade at large. If you use hardwoods, you cannot afford to overlook **American Black Walnut.** Get in touch with the manufacturers whose stock, ready to ship, is listed below.

### SANDERS & EGBERT COMPANY
**Goshen, Indiana**

WALNUT

| | | | |
|---|---|---|---|
| 1/2" 1st & 2nds.. | 36,000′ | 5/4" No. 1 Com.. | 11,500′ |
| 5/8" 1st & 2nds.. | 36,500′ | 6/4" No. 1 Com.. | 2,700′ |
| 3/4" 1st & 2nds.. | 55,200′ | 8/4" No. 1 Com.. | 14,300′ |
| 4/4" 1st & 2nds.. | 24,600′ | 1/2" No. 2 Com.. | 4,500′ |
| 5/4" 1st & 2nds.. | 6,350′ | 5/8" No. 2 Com.. | 2,500′ |
| 6/4" 1st & 2nds.. | 6,000′ | 3/4" No. 2 Com.. | 22,600′ |
| 8/4" 1st & 2nds.. | 8,300′ | 7/8" No. 2 Com.. | 200′ |
| 4/4" Clearface .. | 14,200′ | 5/4" No. 2 Com.. | 4,100′ |
| 1/2" No. 1 Com.. | 18,000′ | 6/4" No. 2 Com.. | 900′ |
| 5/8" No. 1 Com.. | 17,000′ | 4/4" No. 2 Com. | |
| 4/4" No. 1 Com.. | 22,000′ | Shorts ..... | 10,000′ |

### GEO. W. HARTZELL
**Piqua, Ohio**

WALNUT

1st & 2nds

| | |
|---|---|
| 5/8" ..... | 2,500′ |
| 3/4" ..... | 17,500′ |
| 4/4" ..... | 11,700′ |
| 5/4" ..... | 12,500′ |
| 6/4" ..... | 9,700′ |
| 8/4" ..... | 16,200′ |
| 10/4" ..... | 7,000′ |
| 12/4" ..... | 9,500′ |
| 16/4" ..... | 2,300′ |
| 5/8" Special Clear | 48,000′ |

No. 1 Common

| | |
|---|---|
| 3/4" ..... | 5,000′ |
| 4/4" ..... | 23,500′ |
| 5/4" ..... | 6,700′ |
| 6/4" ..... | 5,900′ |
| 8/4" ..... | 8,900′ |
| 10/4" ..... | 1,500′ |
| 12/4" ..... | 700′ |

3/4" to 4" Thick Fine Figured Boards, Panels and Plank ..... 15,000′

Special Heavy Plank, 4" to 6" thick..... 8,000′

4/4" Clear Face, 6" and up wide ..... 10,000′

All stock band sawn, equalized and dry. Prompt shipments.

### PICKREL WALNUT COMPANY
**St. Louis, Mo.**

WALNUT

1st and 2nds

| | |
|---|---|
| 5/8" ..... | 20,000′ |
| 3/4" ..... | 15,000′ |
| 4/4" ..... | 100,000′ |
| 5/4" ..... | 20,000′ |
| 6/4" ..... | 30,000′ |
| 8/4" ..... | 22,000′ |
| 10/4" ..... | 10,000′ |
| 12/4" ..... | 8,000′ |

No. 1 Common

| | |
|---|---|
| 5/8" ..... | 20,000′ |
| 3/4" ..... | 15,000′ |
| 4/4" ..... | 80,000′ |
| 5/4" ..... | 12,000′ |
| 6/4" ..... | 14,000′ |
| 8/4" ..... | 180,000′ |
| 10/4" ..... | 8,000′ |
| 12/4" ..... | 6,000′ |

No. 2 Common

| | |
|---|---|
| 4/4" ..... | 50,000′ |
| 5/4" ..... | 12,000′ |
| 6/4" ..... | 13,000′ |
| 8/4" ..... | 12,000′ |

Plain Wood Cut to Order

VENEERS

Figured Walnut Logs — Figured Walnut Veneers

### H. A. McCOWEN & COMPANY
**Salem, Indiana**

WALNUT

| | | | |
|---|---|---|---|
| 5/8" 1st & 2nds. | 110,000′ | 16/4" 1st & 2nds. | 3,200′ |
| 3/4" 1st & 2nds. | 135,000′ | 4/4" No. 1 Com. | 420,000′ |
| 4/4" 1st & 2nds. | 292,000′ | 5/4" No. 1 Com. | 110,000′ |
| 5/4" 1st & 2nds. | 82,000′ | 6/4" No. 1 Com. | 89,000′ |
| 6/4" 1st & 2nds. | 46,000′ | 8/4" No. 1 Com. | 62,000′ |
| 8/4" 1st & 2nds. | 41,000′ | 9/4" No. 1 Com. | 4,000′ |
| 9/4" 1st & 2nds. | 7,000′ | 10/4" No. 1 Com. | 3,000 |
| 10/4" 1st & 2nds. | 3,500′ | 12/4" No. 1 Com. | 3,000′ |
| 12/4" 1st & 2nds | 7,000′ | 16/4" No. 1 Com. | 1,200′ |

All thicknesses in No. 2 Common

### EAST ST. LOUIS WALNUT COMPANY
**East St. Louis, Ill.**

| | | | |
|---|---|---|---|
| 3/8" 1st & 2nds. | 50,000′ | COMMON WALNUT | |
| 1/2" 1st & 2nds. | 110,000′ | 3/8" No. 1..... | 50,000′ |
| 5/8" 1st & 2nds. | 160,000′ | 1/2" No. 1..... | 30,000′ |
| 3/4" 1st & 2nds. | 135,000′ | 5/8" No. 1..... | 85,000′ |
| 4/4" 1st & 2nds. | 98,000′ | 3/4" No. 1.....150,000′ | |
| 5/4" 1st & 2nds. | 72,000′ | 4/4" No. 1.....220,000′ | |
| 6/4" 1st & 2nds. | 34,000′ | 5/4" No. 1..... | 46,000′ |
| 8/4" 1st & 2nds. | 21,000′ | 6/4" No. 1..... | 31,000′ |
| 10/4" 1st & 2nds. | 6,000′ | 8/4" No. 1..... | 15,000′ |
| 12/4" 1st & 2nds. | 12,000′ | 10/4" No. 1..... | 2,000′ |
| | | 12/4" No. 1..... | 9,000′ |

### PENROD WALNUT & VENEER CO.
**Kansas City, Mo.**

WALNUT

| 1st and 2nds | | No. 1 Common | |
|---|---|---|---|
| 5/8" ..... | 40,000′ | 5/8" ..... | 40,000′ |
| 3/4" ..... | 49,000′ | 3/4" ..... | 50,000′ |
| 4/4" ..... | 73,000′ | 4/4" ..... | 300,000′ |
| 5/4" ..... | 12,000′ | 5/4" ..... | 30,000′ |
| 6/4" ..... | 9,000′ | 6/4" ..... | 14,000′ |
| 8/4" ..... | 11,000′ | 8/4" ..... | 3,000′ |
| 10/4" ..... | 1,800′ | 10/4" ..... | 3,000′ |

KRAETZER CURED LUMBER

In Stock Ready for Shipment, 3,000,000 Feet of Figured Walnut Butt Veneers and 2,000,000 Feet of Figured Walnut Long Veneers.

We Furnish Plain Walnut Veneers, Any Thickness, Cut to Size

### THEODOR FRANCKE ERBEN, GMBH
**Cincinnati, Ohio**

WALNUT

| | | | |
|---|---|---|---|
| 3/8" 1st & 2nds. | 30,000′ | 3/4" No. 1 Com. | 50,000′ |
| 1/2" 1st & 2nds. | 100,000′ | 4/4" No. 1 Com. | 10,000′ |
| 5/8" 1st & 2nds. | 150,000′ | 5/4" No. 1 Com. | 24,000′ |
| 3/4" 1st & 2nds. | 119,000′ | 6/4" No. 1 Com. | 29,000′ |
| 4/4" 1st & 2nds. | 75,000′ | 8/4" No. 1 Com. | 50,000′ |
| 5/4" 1st & 2nds. | 60,000′ | 10/4" & up No. 1 Com. ..... | 1,000′ |
| 6/4" 1st & 2nds. | 32,000′ | 4/4" No. 2 Com. | 15,000′ |
| 8/4" 1st & 2nds. | 33,000′ | 5/4" & 6/4" No. 2 Com. ..... | 24,000′ |
| 10/4" & up 1st & 2nds ..... | 16,000′ | 10/4" & up No. 2 Com. ..... | 4,000′ |
| 3/8" No. 1 Com. | 14,000′ | | |
| 1/2" No. 1 Com. | 20,000′ | | |
| 5/8" No. 1 Com. | 80,000′ | | |

Dry stock ready for shipment.

### FRANK PURCELL
**Kansas City, Missouri**

Prime

**WALNUT LOGS**

For Export

**FIGURED WALNUT LOGS**

**FIGURED WALNUT BUTTS**

## Penrod Walnut & Veneer Co.

**Mills, Kansas City and Helena, Ark.**

Address all inquiries to

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**KANSAS CITY, MO.**

**Kansas City Plant**
**Exclusively**
**WALNUT**

American and Circassian Figured and Plain VENEERS and LUMBER

**Helena, Ark., Plant**
**Exclusively**
**Rotary Cut Veneers**

Oak, Ash
Red Gum, Elm
Poplar
Cypress
Yellow Pine
DRY AND FLAT
LATHES UP TO 104"

## PENROD-JURDEN-McCOWEN LUMBER COMPANY

**Band Mills & Offices: Brasfield, Ark.**

Ready for immediate shipment

RED GUM

| QUARTERED | PLAIN |
|---|---|
| 2 cars 4/4" 1s and 2s. | 3 cars 4/4" 1s and 2s. |
| 1 car 5/4" 1s and 2s. | 2 cars 5/4" 1s and 2s. |
| 1 car 6/4" 1s and 2s. | 1 car 6/4" 1s and 2s. |
| 2 cars 8/4" 1s and 2s. | 3 cars 8/4" 1s and 2s. |
| | 1 car 10/4" 1s and 2s. |
| 3 cars 4/4" No. 1 Com. | 3 cars 4/4" No. 1 Com. |
| 1 car 5/4" No. 1 Com. | 2 cars 5/4" No. 1 Com. |
| 1 car 6/4" No. 1 Com. | 2 cars 6/4" No. 1 Com. |
| 2 cars 8/4" No. 1 Com. | 3 cars 8/4" No. 1 Com. |
| | 2 cars 10/4" No. 1 Com. |

## The Famous Cache River Red Gum

**Band Sawn—Dry—Flat**

Plain and Quarter Sawn Red and White Oak always in stock

GOOD GRADES "STEARNS QUALITY LUDINGTON" PROMPT SERVICE

## HARDWOOD SPECIALISTS

### Service First

20,000,000 feet of dry Hardwood for immediate shipment.

We've got what you want when you want it.

OUR SPECIALTIES

**Planing Mill Work**
**Dimension Stock**
**Kiln Drying**

### Our Special Offer

18M 1x6" FAS Basswood.
24M 1x6 to 8", 10" and 12" FAS Basswood.
15M 1x12" and wider FAS Basswood.
40M 1x5"-x6" No. 1 Com. Basswood.
20M 1x7" and wider No. 1 Com. Basswood.
27M 1x8" and wider No. 1 Com. Basswood.
50M 1x6" and wider FAS Beech.
40M 1x6" and wider No. 1 Com. Beech.
45M 5/4 No. 1 Com. and btr. Beech.
55M 1x6" and wider No. 1 Com. Birch.
10M 8/4 No. 1 Com. and btr. Soft Gray Elm.
65M 12/4 No. 1 Com. and btr. Soft Gray Elm.
20M 16/4 No. 1 Com. and btr. Soft Gray Elm.

*Write for Bargain Prices*

The STEARNS SALT & LUMBER CO. LUDINGTON, MICH.

# NASHVILLE

## THE LOGICAL PLACE TO BUY HARDWOODS

THE following is a list of stocks offered to the consuming trade by the hardwood lumbermen of Nashville. The character of the timber from which Nashville hardwood men secure their stocks places them in a peculiarly strong position as far as quality of lumber is concerned. Nashville lumbermen have always been noted for their strict adherence to all terms of sale, and in short have an enviable reputation for making good both as to the quality of lumber and as to grading.

The members of the Nashville hardwood trade solicit your attention to these facts and an opportunity of demonstrating their truthfulness.

### MORFORD LUMBER CO.

42,000 ft. 4/4 1s & 2s Pl. Red Oak.
24,000 ft. 4/4 No. 1 Common Plain Red Oak.
12,000 ft. 5/4 1s & 2s Pl. Red Oak.
14,000 ft. 8/4 1s & 2s Pl. Red Oak.
64,000 ft. 4/4 1s & 2s Pl. Wh. Oak.
35,000 ft. 4/4 No. 1 Common Plain White Oak.
8,000 ft. 5/4 1s & 2s Pl. Wh. Oak.
4,000 ft. 5/4 No. 1 Common Plain White Oak.
15,000 ft. 4/4 1s and 2s Qtd. White Oak.
1 car of 10/4 and 12/4 No. 1 Common and Better Ash.
1 car of 5/4 No. 1 Common Poplar.
1 car of 4/4 11" and 12" Poplar Box Boards.

### BAKER, JACOBS & COMPANY

3,100 ft. 1" 1s and 2s Poplar, 24" and up.
9,500 ft. 1" 1s and 2s Poplar, 18" to 23".
15,000 ft. 1" 1s & 2s Poplar, regular.
12,000 ft. 1" Sap Poplar.
14,000 ft. 1" No. 1 Common Poplar.
16,000 ft. 5/4 No. 1 Com. Poplar.
40,000 ft. 6/4 No. 1 Com. Poplar.
16,000 ft. 8/4 1s and 2s Poplar.
60,000 ft. 1" 1s and 2s Qtd. White Oak.
20,000 ft. 1" 1s and 2s Plain White Oak.
2,400 ft. 1" 1s and 2s Qtd. White Oak, 14" and up.

### TENNESSEE OAK FLOORING CO.

2 cars 4/4 1s and 2s Plain White Oak.
20 cars 4/4 1s and 2s Plain Red Oak.
40 cars 4/4 No. 1 Common Plain Red Oak.
8 cars 4/4 No. 1 Common Plain White Oak.
10 cars 4/4 No. 2 Common Plain Red Oak.
5 cars 4/4 No. 2 Common Plain White Oak.
1 car 4/4 Clear Plain, R. and W. O. Strips, 2½-6 inch.
2 cars 4/4 Common Plain R. and W. O. Strips, 2½-5½ inch.
2 cars 4/4 1s and 2s Quartered White Oak.
10 cars 4/4 No. 1 Common Quartered White Oak.
1 car 5/4 10 inch and wider 1s and 2s Plain Red Oak.
1 car 6/4 10 inch and wider 1s and 2s Plain Red Oak.
2 cars 8/4 1s and 2s Plain Red Oak.
2 cars 8/4 No. 1 Common Plain Red Oak.
1 car 4/4 1s and 2s Plain Red Oak.
1 car 8/4 No. 1 Common Plain Red Oak.

### THE DAVIDSON, HICKS & GREENE COMPANY

40,000 ft. 4/4 1s and 2s Plain White Oak
20,000 ft. 5/4 1s and 2s Plain Red Oak
15,000 ft. 5/4 No. 1 Plain Red Oak
50,000 ft. 4/4 1s and 2s Chestnut
25,000 ft. 6/4 1s and 2s Chestnut
30,000 ft. 4/4 No. 1 Common Chestnut
40,000 ft. 5/4 No. 1 Common Chestnut
12,000 ft. 8/4 No. 1 Common Chestnut
15,000 ft. 5/8 1s and 2s Poplar, 7" and up
30,000 ft. 4/4 1s and 2s Poplar, 7" and up
15,000 ft. 5/4 1s and 2s Poplar, 7" and up
20,000 ft. 6/4 1s and 2s Poplar, 7" and up
12,000 ft. 5/4 Sap Poplar, 5" and up
12,000 ft. 6/4 Sap Poplar, 5" and up
40,000 ft. 5/4 No. 1 Common Poplar, 5" and up
30,000 ft. 6/4 No. 1 Common Poplar, 5" and up

### NASHVILLE HARDWOOD FLOORING CO.

*A few items we are very anxious to to move at very low prices.*

OAK FLOORING

60,000′ ⅜"x1½" Clear Plain White
150,000′ ⅜"x2" Clear Plain White
200,000′ 13-16" x 2¼" Clear Plain White
40,000′ ⅜"x1½" Clear Plain Red
200,000′ ⅜"x2" Clear Plain Red
200,000′ 13-16" x 2¼" Clear Plain Red
70,000′ 13-16" x 2¼" Clear Qtd. White
15,000′ ½"x2" Clear Qtd. Red
30,000′ ⅝"x2¼" Clear Qtd. Red
20,000′ 13-16" x 2¼" Sap Clear Qtd. White

### FARRIS HARDWOOD LUMBER CO.

1 car 5/4 No. 2 Common Quartered White Oak
1 car 6/4 No. 2 Common Quartered White Oak
1 car 4/4 1s and 2s Poplar
10 cars 4/4 No. 1 Common Poplar
1 car 4/4 Sap and Select Poplar
1 car 4/4 No. 1 Common and Better Quartered Sycamore
1 car 4/4 No. 1 Common and Better Plain Sycamore

### JOHN B. RANSOM & CO.

SPECIAL LOT OF STOCK

100 M′ 4/4 1s and 2s Plain White Oak
150 M′ 4/4 No. 1 Common Plain White Oak
50 M′ 4/4 No. 2 Common Plain White Oak
100 M′ 4/4 No. 1 Common Plain Red Oak
50 M′ 4/4 No. 2 Common Plain Red Oak
50 M′ 4/4 No. 1 Common Qtd. White Oak
20 M′ 12/4 1s and 2s Qtd. White Oak
5 M′ 12/4 No. 1 Common Qtd. White Oak

# THE SOUTH

**PROMINENT SOUTHERN MANUFACTURERS**


## Band Sawn Hardwoods

WE PRODUCE OUR OWN STOCKS

**Our Specialties:** Cottonwood, Red and Sap Gum, Oak—plain and quartered, red and white, Three Ply Red Gum Panels.

*A Few Items We Want to Move:*

[illegible]

[illegible] 4/4"x13" & wider No. 1 Com. Sap Gum.

[illegible]

8 Cars [illegible]

[illegible]

WRITE US FOR PRICES

**ANDERSON-TULLY COMPANY, Memphis, Tenn.**

BOX SHOOKS AND VENEERS

100M 4/4" 1s & 2s Quartered White Oak
75M 4/4" No. 1 Com. Quartered White Oak
12M 4/4" No. 2 Com. Quartered White Oak
40M 8/4 1s & 2s Quartered White Oak
50M 4/4 1s & 2s Plain Red Oak
100M 4/4 No. 1 Common Plain Red Oak
25M 4/4 No. 2 Common Plain Red Oak
100M 4/4 No. 1 Common Plain White Oak
25M 4/4 No. 2 Common Plain White Oak
25M 4/4 1s & 2s Sap Gum
50M 4/4 No. 1 Common Sap Gum
50M 4/4 No. 2 Common Sap Gum

Band Sawed Stock. Dry and Ready for Immediate Shipment. Your Inquiries Solicited.

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SUCCESSORS

VARNER LAND & LUMBER COMPANY

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Two cars 8/4 common and better Basswood
One car 4/4 1st and 2nd Basswood
Three cars 4/4 No. 2 common Basswood
Two cars 4/4 No. 3 common Basswood
Two cars 5/4 common and better Chestnut
Three cars 8/4 common and better Chestnut
Three cars 8/4 common and better Red Oak
Four cars 4/4 common and better Red Oak
Two cars 4/4 No. 2 common Red Oak

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Mills: Pensacola, N. C. Capacity, 90,000 ft. per day

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SALT LICK - - - KENTUCKY

MANUFACTURERS OF

**Eureka Oak Flooring**

Complete stock of 3/8" and 13/16" in all standard widths



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**The Johnson-Tustin Lumber Company**

566 RANDOLPH BUILDING, MEMPHIS, TENN.



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Manufacturers and Wholesalers

**Yellow Pine and Southern Hardwoods**

OAK, ASH, HICKORY, GUM, CYPRESS, TIES, PILING

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FINELY FIGURED QUARTERED RED GUM FOR MAHOGANY OR CIRCASSIAN FINISH AND
FINELY FIGURED EVEN COLOR QUARTER-SAWN WHITE OAK

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**UNIFORM WHITE COLOR**
**UNIFORM SOFT TEXTURE**

Cut from our own tract of timber of 100,000 acres, by our own mills under our own personal supervision. We cut 200,000 feet of lumber every day.

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BENJAMIN BRAMLAGE, Sec'y & Treas.

**The W. E. Heyser Lumber Company**

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These concerns operate six band sawmills, manufacturing 125,000,000 feet of Michigan's finest forest products annually.

With this capacity and ample dry kilns, planing mills and flooring facilities, these firms can boast that:—

"If it grows in Michigan, you can get it at Bay City."

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A real Cork Pine Substitute for Planing Mill and Pattern Work
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Also Yellow Pine and Hardwoods
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We Want to Buy:
1 car 2x3 18' Oak
1 car 1¼x11½ 26' Oak
1 car 8/8 Poplar
1 car 5/8 or 6/4 Qtd. Sycamore
1 car 10/4 Ash, 1 & 2 & No. 1 Common
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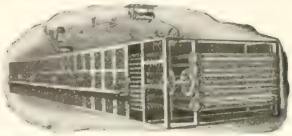
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AT LESS SELLING COST BY REACHING MORE CUSTOMERS. HARDWOOD RECORD PUTS YOU BEFORE THEM ALL TWICE A MONTH.
*ASK US ABOUT IT*

THE EAST
BOSTON NEW YORK PHILADELPHIA

# R.E. Wood Lumber Company

¶ Manufacturers of Yellow Poplar, Oak, Chestnut, Hemlock and White Pine.
¶ We own our own stumpage and operate our own mills.
¶ Correspondence solicited and inquiries promptly answered.

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A few cars in transit and a large assortment at the mill. Write us.

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SPRINGFIELD, MASS.

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HARDWOOD RECORD reaches most everybody who produces markets and consumes Hardwoods.

Nothing But Hardwoods

LET us talk to you about the plain and quartered oak that made Indiana famous. It's the kind we make to-day.

Wood-Mosaic Co., New Albany, Ind.

## IF YOU HAVEN'T SEEN THE GIBSON TALLY BOOK

Let us send you one on approval, with samples of Tally Tickets for triplicate, duplicate or single tallies—a score of forms to choose from. They are the latest and best. Endorsed by hundreds of lumber manufacturers and buyers.

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Where our reputation was established a half century ago for

*Honest Inspection*
*Intelligent Selection*



**If you use wide Poplar, write our nearest office for prices**

55 M 4/4 18 and up Panel Poplar
28 M 4/4 6 to 17 1st and 2nd Poplar
18 M 4/4 18 to 23 1st and 2nd Poplar
15 M 4/4 18 to 21 1st and 2nd Poplar
6 M 4/4 22 to 25 1st and 2nd Poplar
10 M 4/4 22 to 25 1st and 2nd Poplar
5 M 4/4 26 and up 1st and 2nd Poplar
10 M 4/4 6 to 17 1st and 2nd Poplar
30 M 4/4 6 to 17 1st and 2nd Poplar
15 M 4/4 18 and up 1st and 2nd Poplar

Band saw—good quality—thoroughly dry—Selected Grades—We have five million feet Poplar and Oak awaiting your inquiries

**Faust Bros. Lumber Co.**

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CHICAGO, ILLINOIS

City Bank Building
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**OAK FLOORING**

Kiln-Dried Polished

HARDWOOD LUMBER — CARRIER LUMBER & MFG. CO. — SARDIS, MISS. — BEAN WOODWORK — ROTARY CUT VENEER — OAK FLOORING — BOX SHOOKS

Hollow Backed and Bundled


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SUBSCRIPTION TERMS: In the United States and its possessions, and Canada, $2.00 the year, in foreign countries, $3.00 extra postage.

Subscriptions are payable in advance, and in default of written orders to the contrary, are continued at our option.

Instructions for renewal, discontinuance, or change of address, should be sent one week before the date they are to go into effect. Both old and new addresses must be given.

Both display and classified advertising rates furnished upon application. Advertising copy must be received five days in advance of publication dates.

Entered as second-class matter May 20, 1902, at the postoffice at Chicago, Ill., under act of March 3, 1879.



**ICHABOD T. WILLIAMS & SONS**

**Foreign and Domestic Woods**
**In Logs, Lumber and Veneers**

11th Ave. and 25th Street
NEW YORK

910 So. Michigan Avenue
CHICAGO

# Hardwood Record

Published in the Interest of the American Hardwood Forests, the Products thereof, and Logging, Saw Mill and Wood-Working Machinery, on the 10th and 25th of each Month, by

THE HARDWOOD COMPANY

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537 So. Dearborn Street, CHICAGO
Telephones: Harrison 8086-8087-8088

Vol. XXXVIII CHICAGO, AUGUST 25, 1914 No. 9

## Review and Outlook

### General Market Conditions

IT IS UTTERLY IMPOSSIBLE to prophesy accurately the possible effects of the European wars on the lumber business in America. The cautious policy, as being displayed by the exporters, however, seems to be a wise one under the circumstances. That is, until conditions have so shaped themselves that it will be possible to outline some plan to successfully take care of the lumber denied a market by troubles abroad, it is unquestionably good policy to go slowly.

When the first definite announcement was made of an actual state of warfare involving the tremendous forces now in battle, the full extent and significance of this mighty upheaval was almost inconceivable. It is probably fortunate that our distance from the actual field of warfare makes it impossible that we clearly realize what it means. As a result, the American business man has unquestionably been given a steadier and more sane outlook and has been prevented from becoming, to any extent, panicky.

The first predictions were that even our domestic trade would be disorganized and upheaved but, strange to say, a gratifyingly opposite condition has followed the original announcement. It really seems from reports coming from different parts of the country that in the last week or ten days there has actually been an apparent improvement in domestic demand for hardwood products.

It is true that this demand has been more than ever for immediate shipment on actual requirements. This, of course, simply illustrates the logical policy of the buyers to merely meet their immediate demands. However, it is significant that the volume of sales seems to have been greater both in pine and hardwoods, there being a steady shipment of lumber on small orders, the total aggregating an amount which is not at all ungratifying in view of the season of the year and the general laxness which has prevailed for the past five or six months.

It is, of course, apparent that exporters will be seriously affected by the European trouble. That is, their regular export markets will be absolutely cut off for an indefinite period. But as to the ultimate effect of this condition, there is unquestionably room for differences of opinion.

No lumberman is justified in assuming that unprecedented calamity will result to American lumbermen as there are other features to be considered than the immediate stoppage of the regular line of exports. It is true that there will be considerable difficulty in establishing markets at other points, but this development is entirely within the realm of possibility and, in fact, probability. It is simply a question of going about it in the right way, or meeting conditions intelligently and aggressively in order that export trade may be opened up in countries not now receiving any great quantities of American lumber.

What will probably be the most effective feature is the entire likelihood that the stimulus which will be given to other lines of trade will create sufficient prosperity throughout the country that, through ultimate demand for domestic consumption, surpluses created by the forestalling of regular export shipments will be readily absorbed.

One fact should not be overlooked—namely, that it will do no harm to hold the export lumber which it is impossible to forward as it must be remembered that if it is properly taken care of its value due to its greater dryness will be not inconsiderably augmented.

There does not seem to be any question but that lumber will not be considered contraband of war. It is equally apparent that in the course of time there will be ample facilities for shipment as this country is making every effort to create merchant marine under its own colors. Furthermore it seems likely that no matter what the outcome of the land battles may be, the combined fleets of the allies will probably be able to maintain safety for shipments consigned to their ports as it does not seem probable that Germany will risk the destruction of her navy by entering into the conflict with the overwhelming naval forces of her opponents.

This, then will unquestionably mean that a considerable market for lumber will be opened up again in those countries whose navies are capable of protecting the commerce.

Of course, there is a question as to whether or not they will have sufficient resources to meet obligations of this kind but it is entirely reasonable to suppose that they have anticipated the present conflict for long enough time to have prepared themselves financially without creating an excessive drain on the resources of the individuals.

The outlook is still unquestionably uncertain, but it is by no means bad. In fact, there have been numerous panics within the memory of the majority of present lumbermen, the consequences of which have been infinitely more serious than those so far resulting from present conditions. While HARDWOOD RECORD advocates caution until all the cards are on the table, it most emphatically urges that the business men of the country do not allow themselves to become panic stricken in any sense of the word, as there is absolutely no cause for believing that general calamity will result.

Above all things, the important fact should not be overlooked that innumerable industries in this country depending for certain supplies and raw materials upon foreign sources will be under the

## The Cover Picture

THE COVER PICTURE for this issue of HARDWOOD RECORD needs no comment and the suggestion ought to be acceptable at the present time when everybody is thinking and talking of farming and crops. It is a farm scene in the quiet precincts of Fall Creek, Indiana. The state of forwardness of the corn crop, the size and condition of the leaves on the trees, and the general summer atmosphere of the place, show that August is drawing to a close. Even the geese which are puddling the water near the shore have a late summer appearance. The dead cornstalks which have lodged on top of the fence are the left-overs from last winter's floods in the creek. The picture is from a photograph in the collection of farm scenes on file in the Field Museum of Natural History, Chicago, and it seems particularly appropriate at this time. It is a view from the farm's rear, not the front. It is the back field fence instead of the yard gate.

The lumberman need not be a farmer in order to take a business interest in the picture. The farm is coming to be one of the lumberman's best markets. Farmers are doing more building than formerly, and it is of a better class. They once got along with a shed for the horses; a loft for a little of the hay provided for winter; a leanto for the wagon, and a roof on posts here or there for the plows, harrows, and other farm tools. The fields were enclosed with worm-fences. Cattle and sheep fought flies under shade trees in summer, and fought blizzards behind the straw ricks in winter with no roof but the clouds above.

That kind of a farm was not much of a customer for the sawmill man. Changes have come rapidly. Roofs for the crops and for the live stock are now considered essential. There are new styles of barns, granaries, and silos. The rail fence of a former generation are nearly obsolete. The old-time slip-gaps and half-hinged gates are seen in few places now. The changed conditions have made the modern farm a market for lumber; and, conversely, the fact that it is a market for lumber has helped to bring the better conditions. There are 7,000,000 farms in the United States, and every one is a market or a prospective market for lumber. There is room for the lumberman to increase greatly his business with farmers. It is a market worth fostering.

## War Times and the Sawmill

HARDWOOD SAWMILL MEN in general are pretty much up in the air as to just what constitutes the best policy in view of present contingencies. The two groups will be affected differently. Those, the majority of whose business has been export, have already definitely arranged to shut down, and there can be absolutely no question as to the wisdom of this policy. Even though a considerable extent of the business might have been for domestic shipment, it would be very apparently bad business to continue running in view of the necessity for marketing in this country or in new and undeveloped markets abroad the majority of the stock which has heretofore been moving in regular channels to countries now involved in the European struggle.

As to those manufacturers who have been marketing their stock at home, there is very reasonable room for doubt as to the wisdom of immediately closing down without waiting to determine the developments in the next few months. It would seem the wise policy for this group of manufacturers to merely maintain conservatism, to forego all expansion, to maintain their production at a normal or below normal figure, merely to play safe and to obviate the possibility of being caught by the unfavorable developments which might follow from present conditions.

There doesn't seem to be any logical reason why domestic business in this country should be radically disturbed, the chief difficulty being of a financial nature. If the recently enacted and amended currency laws prove efficient under trial, there is absolutely no reason why business in this country should be seriously hampered. Of course, it will take some time to determine just how this enactment will work out and just what effect foreign disruption will have on our domestic trade. There is every probability, however, that in the first place the main difficulty will be met and in the second place that we can proceed, as far as our internal affairs are concerned, normally without regard to what is happening abroad.

If it is possible to manufacture and sell lumber it is unquestionably poor policy for those concerns who have considerable money tied up in plants to shut down entirely and for an indefinite period. It seems far better for those who are able, to continue their organizations conservatively until the full situation is apparent. Hasty action in either direction is undesirable. The tremendous harm which would result from the immediate stoppage of industrial operations in all lines is appallingly apparent. The example set by a small percentage of manufacturers would unquestionably be followed by a majority within a short time. Therefore the question of cutting out operation entirely should be considered fully and soberly before being adopted. The question as to whether it would not be far better to continue operation even under unfavorable circumstances rather than to effect a general closing up of industries which would unquestionably result in thrusting this country into a state of depression which might approach panic, is a grave one. The disorganized purchasing power of millions of the laboring class would effect a condition which could not be overcome for months were circumstances to eventually develop which would make feasible the resumption of industrial activity all along the line.

Therefore the question should be approached cautiously but with full realization of what a general closing down would mean. The solid fundamental condition of our country should be borne in mind and the fact that the world is now practically dependent upon America for her financial and industrial resources and for her raw material should be carefully considered. Unquestionably the best policy seems to be one of conservatism but of conservatism mixed with an aggressive determination to take fullest advantage of all chances for advancement offered. Of course no one can urge that it is not good policy for those concerns whose business is purely export to shut down immediately, but no man can tell what the next two or three months will develop for America and we should not strangle our industrial life, the purchasing power of the mass of our population, by too easily surrendering to panic, without considering the desirability of conservatively playing safe and at the same time maintaining ourselves in a position where we can instantly and without delay embrace any opportunity. This country faces either a great depression or a tremendous stride ahead—It is up to the business men to determine which it shall be.

## The Opportunity

IT IS CONTRARY TO THE AMERICAN SPIRIT to gloat when the misfortunes of others result to our advantage. However, it would be an unwise policy to neglect any opportunity to broaden the consumption of American raw material and manufactured products, particularly when such an opportunity is presented by circumstances beyond our control and when our inactivity would not in any degree palliate the misfortunes of the former possessors of those markets.

As far as the lumber business is concerned, this opportunity will come from two sources. There will unquestionably be a tremendous field open abroad in those countries which have been receiving their forest products for manufacturing purposes from competing countries. This is true particularly of the countries in

southern Europe, in northern Africa and in contiguous territory. A vast field is also offered in Central and South American ports. In addition to this, we have the vast possibilities offered by the rehabilitation of Mexico. With the imminent prospect of peace in that country, the market that will there be presented is great. Already steamship lines are establishing regular routes to Mexican ports and lumber will be a large part of the freight carried

The second opportunity will follow indirectly to lumbermen from the similar opportunities presented to manufacturers in other lines for increasing the export business. In short, every authority on this subject seems of the opinion that the opportunity now presented for a tremendous stride ahead for industrial America is an opportunity which has at no other time been presented to any country in the history of the world. The only logical result will be marked activity in demand for all products in which lumber is used.

The farmers, needless to say, will be big consumers. This will logically follow from the extent of their present crops and the entire likelihood that they will realize unusual values on account of excessive foreign demand. Here lies a tremendous field for lumber consumption.

Other factors will present equally favorable opportunities. The railroads must and will bring their rolling stock to normal condition not only because of the grain crop movement, but because they will necessarily move to and from seaports the merchandise moved by the newly expanded foreign commerce. The same can be cited for almost every group of lumber consumers.

How, then, will American lumbermen take advantage of this opportunity? It is most decidedly not child's play to break into a foreign market with a new commodity. It is, however, an easily possible task for those men who have made American industry what it is today. The only thing necessary is the employment of business-like methods and a staunch co-operative spirit which will obviate any possibility of a panicky condition as far as our domestic markets are concerned, and will enable Americans to pull together not only for the maintenance of present fairly satisfactory conditions, but for a general revival in all lines which must assuredly result from the dominant financial and industrial position into which this country will be thrust. It is necessary only to maintain a level head and to pull together with the universal resolve that this opportunity will not be neglected. The result must be that this country will progress as far in the next year or two as it would in ten or fifteen years under ordinary circumstances. But it is up to the business men.

HARDWOOD RECORD urges that you keep cool and instead of looking for reasons why this country will go to the dogs, keep your eyes open for opportunities to reap permanent advantage from the present unusual circumstances.

## Markets in Mediterranean Countries

THE countries bordering on the coast of the Mediterranean Sea are large users of rough lumber and products manufactured from it. Hostilities in the northern half of Europe will close the sources of timber supply in that direction. Probably two-thirds of the quantity heretofore reaching Southern Europe, Northern Africa and Turkey in Asia, has come from countries now at war or the lumber has been carried in ships trading with Northern Europe. While the war continues, little wood will come from that quarter, yet the Mediterranean countries will need as much as ever. They may need more, because business will be stimulated in the regions which are at peace.

Americans now have a chance to supply that trade with American forest products. Spain, Portugal, Italy, Greece, Turkey, Egypt, Algeria, Tripoli and Morocco constitute the prospective market where American lumbermen may increase their business. It is a market for manufactured products as well as for rough lumber and heavy timbers. The fruit crop alone demands enormous quantities of boxes. The wine and oil interests need barrels. Furniture makers in those countries are already buyers of oak, gum, walnut and yellow poplar. They must have larger shipments from this side of the sea. The boat builder will want more ash for oars, more pine, spruce, fir and cedar for spars, decks and planking. The market for veneers ought to increase. American vehicles are already popular there, and more should now be in demand, and additional vehicle supplies ought to find sale.

The opening for agricultural machinery should greatly enlarge, particularly in the eastern Mediterranean countries. Sales ought to increase in southern Russia, in the Balkan states, and particularly in Turkey, where some of the strongest competition may now be expected to disappear for a time. Agricultural implements require much wood in their manufacture. More than 320,000,000 feet a year are so used. Three times that much goes annually into furniture in this country, and more than ten times as much into boxes and box shooks. It is apparent that any substantial increase in the foreign market for these articles will stimulate all branches of the lumber business at home.

Future markets which do not now exist are in sight. Development in Northern Africa is under headway. Now is the time for American lumber to obtain a hold there. A timely beginning is valuable. The North Africa countries have no timber of their own. They must buy all they use, and America is the natural place to get it. The same is largely true of Asiatic Turkey. That region, as far east as Mesopotamia, now has railroads, and development is bound to follow. There is little native timber and America can get business there.

Some of these markets are now ready; others are prospective; but aggressiveness only will secure the prizes in full measure. Great trade changes will likely follow the present troubles in Europe. American lumbermen and other manufacturers can secure a large share if they go after it with the right kind of faith; but it must be borne in mind that "faith without works is dead."

## Possibilities of Sales Abroad

SINCE THE OPENING OF HOSTILITIES in Europe publications of every character in this country have been overflowing with good natured suggestions that American business men must not overlook the chance of building up foreign trade in new directions during the time when those countries which have been supplying the necessary raw material and finished articles are incapacitated in this direction.

It has been a very apparent fact that while all sorts of advice have been offered of a general character, there has been practically nothing of a specific nature to enable the American business man to proceed to take advantage of these circumstances.

Believing that specific advice is more to be desired than generalities, HARDWOOD RECORD decided to investigate as fully as possible the question of new markets for American lumber and manufactured products in which lumber is involved. The possibilities as at first developed seemed rather meagre but after getting into the subject the available material broadened to such an extent that the results have been extremely gratifying.

This investigation is embodied in a series of articles, the first of which appears in this issue. The initial article merely summarizes the possibilities, while the following articles will take up group by group various receiving ports of different sections, analyze the different customs in those countries as closely as possible and will give every scrap of information now available that might be of assistance in developing trade in new sections. HARDWOOD RECORD really feels that the information offered in this series will be of substantial assistance to its readers both among the lumbermen and among the manufacturers of wood products and suggests that those interested in building up this trade as much as possible follow the articles closely. HARDWOOD RECORD also asks that any questions which are not thoroughly understood be referred to this office where every effort will be made to elucidate as fully as possible.

## Regarding South American Trade

COMMENTING ON THE POSSIBILITIES of opening up export business for hardwood lumber in South America, one of the biggest exporters in the South writes that the buying customs of the people in that section offer what seems an insurmountable barrier to trade development.

This correspondent cites an instance which illustrates the wide divergence of custom which, if not approached properly, will con-

Such a condition not only seems insurmountable, but is insurmountable if the effort to change this method is attempted merely by correspondence. The most possible way of overcoming the difficulty is by personal solicitation, by actually getting on the ground and threshing the thing out. It is inconceivable that there can be human beings so devoid of common sense and reasoning power as to make it impossible to convince them of the folly of such specifications.

The question naturally arises as to whether it would be a profitable proposition to make the very considerable investment necessary in sending the right kind of a man to do this missionary work. Would it not be entirely feasible for a group of hardwood exporters manufacturing the same general grade of stock to employ a high-class man who is in touch with the customs and people in the desirable South American markets and who also knows something about lumber to represent them as a unit in overcoming obstacles of this character so that the market might be opened for the personal efforts of the various companies involved along the regular lines? Such an arrangement would not only enable those concerns taking it up to save very materially on the cost of foreign representation but would enable them all to be more intelligently represented as they could, by pooling their interests, secure the services of a much more efficient man. Furthermore, by this method the representations would be uniform whereas if each sent his personal representative a variety of arguments would be used with the entire probability that considerable confusion would result. There would also be offered the element of keen competition which would make it even more difficult to secure actual sales. In this way the representative of the combined interests would merely prepare the way for the actual sales work of the individual concerns.

That the dormant market in South and Central America is worth the effort no one will dispute. That the buyers in those markets are human beings and, as such, amenable to reason is an equally apparent fact. Therefore the problem simmers down to a question of methods. Inasmuch as the item of cost must be considered, the above suggestion would certainly be favorable from this standpoint. It seems to HARDWOOD RECORD that it has other favorable features which should at least recommend it to the consideration of those companies interested in finding an outlet for the surpluses created by the elimination of their established foreign trade.

## Oil for Wood Preservation

One of the [illegible] on account of troubles abroad will be in the timber treating plants. Two-thirds of the creosote used in the United States in 1913 came from countries now engaged in war. Most of it was manufactured in Germany as a by-product of coal dyes; or, the dyes were a by-product of the creosote oil. Of the total 108,373,359 gallons of creosote used last year in this country, only 41,700,167 gallons were of domestic manufacture.

This material has now attained a place of such importance that a cutting down of the supply to one-half or less will seriously handicap several lines of business. The principal uses for creosote timbers are found on railroad ties, street pavement paving blocks, piles, wharf and bridge timbers.

The effect will be felt in [illegible] are from ninety to one hundred timber treating plants. Those covered by statistics of 1913 were distributed as follows: Pacific coast [illegible] gallons of creosote; southern coast region 24, using 37,500,493 gallons from abroad; northern coast region [illegible] gallons; [illegible] gallons; the [illegible] product, and 30 in the interior eastern region, and the use of 9,031,908 gallons of European creosote.

The timber treating plants of this country are confronted by a serious condition. The only way to supply what has been coming from Europe is to make it. All of the materials are at hand, and there are factories which last year produced 41,700,167 gallons. Doubtless these factories can make much more under the stimulus of increased demand; but it is too much to expect them to jump at once to a point of efficiency where they can supply the whole demand.

Manufacturers will naturally be somewhat cautious in establishing new plants for making creosote, for a business founded on unusual conditions abroad might not be permanent, and a factory for making creosote is costly. It may be expected, however, that this branch of industry will be greatly stimulated by the new demands. Since the opportunity to increase this branch of manufacturing has been forced upon the people of the United States, it should be accepted without reserve, and every inch gained should be held permanently. If it comes to a show-down, the people of the United States can make their own creosote and keep at home the millions of dollars yearly which have been paid for the foreign article.

## Last Year's Lumber Output

THE GOVERNMENT has completed the compilation of figures showing the production of lumber last year in the United States, and the results are given in detail in this number of HARDWOOD RECORD. There are no surprises. No unexpected decline and no unlooked for increase in output are shown by the figures. There were changes in many ways, in comparing the returns of last year with those of 1912, but none of the changes were important. The total cut was a little below that of 1912, but no one expected anything else. Yellow pine gained a little, Douglas fir showed a considerable increase, western pine advanced slightly, cypress 100,000,000 feet, and red gum nearly as much. Oak fell off 90,000,000, white pine 430,000,000, and hemlock more than oak. There was a sharp decline in the cut of spruce and maple. Other woods varied a little one way or the other.

Among the states the greatest gain is shown by Washington, whose cut was approximately 600,000,000 feet larger than that of 1912. Oregon's increase was substantial, but California decreased slightly. On the whole, the Pacific coast cut of lumber shows more gain than that of any other part of the country, but is nearly matched by gains in Louisiana, Mississippi and Texas.

North Carolina held fourth place among the states in 1912, but fell to sixth last year. Arkansas was seventh in 1912, and though its cut increased in 1913, it still ranks seventh. The exclusion of the cut of small mills from the statistics shows to the disadvantage of such states as Ohio, Indiana, Pennsylvania, Virginia, and many others where many small mills are at work. The actual totals in such states are considerably above what the published figures show; but in states where most of the mills are large, the published totals are little below the actual. The number of sawmills whose cut is included was more than nine thousand greater in 1912 than last year.

The small mills are omitted from the statistics for the reason that they would not greatly change the total, while to collect figures from them would greatly increase the labor and prolong the time of completing the report. The mills of small size are scattered throughout the whole country, but are most numerous in the old settled states where the chief forests were long ago culled and partly cut out.

# World Markets for American Lumber

BY HU MAXWELL

## FIRST ARTICLE

### Editor's Note

The unexpected beginning of the war in Europe, and the certainty that its effects will be far reaching, put the American lumberman face to face with new problems. Many of the European markets will be closed to the products of our forests for an indefinite period. At the same time, many sources of timber supply in Europe will be closed. Markets which they have supplied must look elsewhere. Dealers in the United States will lose business in some quarters, but this ought to be more than offset by gains in other regions. While regretting the disorganization and loss due to hostilities on the other side of the sea, the business men in America should seize every opportunity to recoup their losses and to secure permanent advantages in other parts of the world. Hardwood Record, to further that object, will publish a series of articles in an endeavor to point out to lumbermen possible openings for new business. These articles will not be abstract sermons on the desirability of foreign lumber sales; but their purpose will be to point out practical ways by which trade may be increased. Every lumberman already has the desire for additional markets, but in many instances there exists a vague idea only as to where markets are and how to reach them. The following article takes up the subject of United States Consular and Trade Reports, issued daily by the Department of Commerce at Washington:

#### Consular and Trade Reports

The United States government, through the Department of Commerce, publishes daily a report from consuls and trade agents in all the leading countries of the world, their object being to make known opportunities for trade. The men who collect this information and prepare it for publication are highly trained for the work. They are quick to see opportunities and skillful in explaining them. These reports have been continued during many years, but four years ago—that is, early in July, 1910—the organization was made more perfect than ever before, and since then the daily reports have been a power in promoting American trade with foreign countries.

Presumably, most manufacturers of lumber and other wood commodities, particularly those interested in exports and imports, are readers of the Consular and Trade Reports; but it is doubtful if many have kept files which can be consulted now. The set of reports is voluminous, and many business men, for that reason, have not saved them. The reports from July 5, 1910, to July 14, 1914, aggregate 24,104 printed pages, and the average business man will hesitate before undertaking to read these through, or even to search the voluminous indexes and work out the references, in order to see what has been going on in foreign lumber trade and similar industries during the past four years.

In order to relieve the lumberman of the necessity of making that preliminary investigation for himself, a synopsis has been worked out and appears in the following columns.

#### Means of Investigation

The following summary, or rather an index of topics of interest to lumbermen, which has been published in the Daily Consular and Trade Reports during the past four years, will make it easier for dealers and manufacturers to take up and carry on such investigations as each must make to fit his individual purposes and facilities. It is assumed that the manufacturer will select from the list such reports as promise information along the particular line, and if he does not already have them in his own files, he will get them, and proceed to study them for the purpose of outlining his trade campaign in foreign countries.

If his field, for instance, is the west coast of South America, he will readily find all the reports relating to those countries, and he need not waste time with reports of countries which do not concern him. If his field is the eastern countries of Asia, he can pursue a similar course; or he can do so if he seeks trade in the Mediterranean countries, or in South Africa, or the West Indies, or in any other quarter of the world.

In short, the purpose in summarizing this voluminous set of trade reports has been to provide the busy manufacturer with the means of getting into the fight for foreign business immediately while the field is open. Great volumes of trade will quickly change hands. Much commerce will seek new outlets and new inlets in the next few months, and those first on the ground will stand the best chance in the new distribution. "There is a tide in the affairs of men which, taken at the flood, leads on to fortune."

#### What the Summary Shows

The summary of the trade reports shows, (a) the country or city covered by the information; (b) the author or authors of the report and the address at the time; (c) the date; (d) occasionally a few words indicating the substance of the document. Those who wish to order any particular report can do so by giving the name of the article and the date.

The reports on particular subjects are not books. Most of them are short. They vary in length from half a page to ten or twelve pages each.

The topics are of general interest to lumbermen and manufacturers of such forest products as are liable to find sale in foreign countries. Rough lumber, logs and dimension stock are the most important in our oversea trade; but manufactured articles are likewise sold in large amounts. These include furniture, shooks for barrels and boxes, vehicles, agricultural implements, refrigerators, paving blocks, and many other classes of articles manufactured in the United States in quantities large enough to permit liberal exports to foreign countries. The following list gives a few of the most important commodities made in this country yearly:

| | Feet of Lumber. |
|---|---|
| Planing mill products | 13,428,862,000 |
| Boxes and crates | 3,547,973,000 |
| Furniture | 944,677,000 |
| Agricultural implements | 321,239,000 |
| Handles | 280,234,000 |
| Refrigerators | 137,616,000 |

In addition to these, cooperage is already going abroad in large quantities, and the trade ought to increase rapidly.

In the proposed series of articles, of which this is the first, trade opportunities, and the present state of trade, will be considered, not only for timber and lumber, but for all wood manufactures as well. The total lumber output in the United States in 1912 was 44,505,761,000 feet, exclusive of hewed crossties, veneers, pulp wood, tanning materials, poles, and cooperage. The output of wood-working factories totaled 24,673,846,000 feet. It is apparent that an enormous amount of business originates in the American forests; and the markets of the world offer a field for the sale of all the surplus after home markets are supplied. The problem is to find the markets and establish trade. A better opportunity may never come, and it is the part of wisdom to act quickly.

#### Abstract of Trade Reports

Following is an abstract of Daily Consular and Trade Reports, so far as they concern American lumber interests. They cover the period from July 5, 1910, to July 14, 1914:

1910

"American Trade in Mexico." Consul W. E. Alger, Mazatlan, Mex. July 7. It is pointed out what American manufacturers must do to hold and increase trade.

"Travelers in South America." Vice-Consul Charles F. Baker, Valparaiso, Chile. July 8. This is valuable to firms thinking of sending representatives to South America.

"Lumber Trade in South Africa." Consul E. A. Wakefield, Port Elizabeth. July 9. Short account of uses of important woods.

"Canadian Match Trade." Vice-Consul Clarence Carrigan, St. John, N. B. July 13. Probable opening for American business.

"Door and Window Screens." Consular Agent A. E. Carleton, Aleria, Spain. July 13. Screens are not used in Spain, but are needed.

"Trade in Honduras.' Vice-Consul J. H. Watts, Puerto Cortes. July 25. Refers to conditions and requirements of the north coast.

"Assistance of American Consuls." Consul Isaac A. Manning, La Guaira, Venezuela. July 26. This is valuable for business men who expect to correspond with consuls.

"Lumber Purchases in Switzerland." Consul George Gifford, Basel, Switz. July 28. Lists some American woods used there.

[illegible] Trade of British [illegible] Honduras. April 1.

"Trade of Paraguay." Consul [illegible] Porrio, Asuncion, Paraguay. April 4.

"Building Materials in Martinique." Consul T. R. Wallace (no address given). April 6.

"Returnable Shipping Cases." April 17. This report gives regulations in Belgium, France, Germany, and United Kingdom.

"Commerce and Industries of Tasmania." Consul Henry D. Baker, Hobart, Tasmania. May 1.

"Conditions in the Canary Islands." Vice-Consul Ross J. Hazeltine, Teneriffe, Canary Islands. May 2.

[illegible] Trade With England and the United States." Commercial Agent [illegible] Preston. May 2.

"German Hardwood Trade Methods." Consul-General Robert P. Skinner, Hamburg, Germany. May 16.

"Development of Trade With Greece." Commercial Agent John M. Carson (no address given). May 23.

"Lumbermen's Association Meeting." Consul Lester Maynard, Vladivostok, Siberia. May 23. This is an account of a meeting of lumbermen at Vladivostok and a discussion of shipping rates inland and by sea.

"Industries and Trade of Scotland." Vice-Consul Allen Baxter at Dundee, and other consuls at other ports. May 27.

"Commercial Review of Brazil." Vice-Consul-General J. J. Slechta, Rio Janeiro, Brazil. June 3. This report is largely statistical.

"Commerce and Industries of Panama." Consul-General Alban G. Snyder, Panama City. June 7.

"Commerce of the Dominican Republic." June 12. Statistics are given for different ports, and general conditions are discussed.

"Furniture Trade Abroad." June 14. This was compiled from reports of various consuls and covers Germany, Austria, Turkey in Asia, China, Java, and Peru. Statistics of furniture exports from the United States are given.

"Commercial and Industrial Review of Venezuela." Consul Isaac Manning, La Guaira, Venezuela. June 10.

"Commerce and Industries of Guadeloupe." Consul Robert T. Crane, Basse Terre. June 22.

"Commerce and Industries of Cuba." July 1. Various consuls in different parts of the island contributed to this report.

"Commerce and Industries of Spain." Consul-General Henry H. Morgan, Barcelona, Spain. July 5.

"Trade of Turkish Black Sea Ports." Consul Milo A. Jewett, Trebizond, Turkey. July 22. Various other consuls contributed to this report.

"Trade of St. Pierre Island." Consul Douglas Jenkins (no address given). July 22.

"Trade and Commerce of Turkey." Consul-General G. Bie Ravndal, Constantinople. July 26 and 27. This report contains valuable information.

"Trade of Spain's Industrial Centers." Consul-General Henry H. Morgan. July 29 and 31. This long report is valuable. It considers various cities separately.

"Commerce of Hongkong." Consul-General George E. Anderson, Hongkong. August 12.

"Trade of Society Islands." Consul North Winship, Tahiti. August 15

"Commerce of Chile." Consul Alfred A. Winslow, Valparaiso, Chile August 19. Other consuls contributed to this report.

"Danish North Islands Commerce." This is a British consular report, but is reprinted in the United States report August 21. There is no timber in Iceland, and the people must buy all they use.

"Commerce and Industries of Roumania." Consul-General Roland B. Harvey, Bucharest, Roumania. August 23.

"Trade of Jamaica." Vice-Consul W. H. Orrett, Kingston, Jamaica August 24.

"Foreign Trade of Egypt." Consul D. R. Birch, Alexandria, Egypt. August 24.

"Foreign Trade of Trinidad." Consul Franklin D. Hale. August 25.

"Commerce of Costa Rica." Consul Samuel T. Lee, San Jose, Costa Rica. September 1.

"Commerce of Ecuador." Consul-General H. R. Dietrich. September 7.

"Trade and Industries of Syria." September 6. Various consuls contributed to this report.

"Commercial Review of Greece." Vice-Consul-General Bernard Mellisinos, Athens, Greece. September 13.

"Commerce and Industries of Morocco." Consul-General Maxwell Blake, Tangier, Morocco. September 16.

"Opportunities in Mediterranean Markets." Commercial Agent John M. Carson (no address given). September 18.

"Commerce of Liberian Republic." Consul-General W. D. Crum, Monrovia, Liberia. September 19.

"Commerce and Industries of Italy." Consul-General James A. Smith, Genoa, Italy. September 23.

"Commerce of Italian Cities." September 25. Various consuls contributed to this report.

"Commerce of Southern Italy." Consul W. H. Handley, Naples, Italy. September 26. The three foregoing reports are well worth reading by persons looking for business in that quarter.

[illegible] Transportation in Argentina." Consul [illegible] Durango, Mex. February 14.

"Timbering in Eastern Siberia." Consul Lester Maynard, Vladivostok, Siberia. February 15, 1911. This report deals with timber resources and probable operations.

"Furniture Market of Malta." Consul James Oliver Laing, Valletta, Malta. February 21. A short report.

"Wood Paving Blocks for Italy." Vice-Consul James B. Young, Milan, Italy. March 10.

"Inquiries to Consular Offices." Consul-General Lee Bergholz, Canton, China. March 11. Persons who expect to write to consuls should read this short article.

"The Basket Makers of Upper Franconia." Consul-General Frank Dillingham, Coburg, Germany. March 28. This should interest American basket makers at this time.

"Sea Transport of Argentina." Commercial Agent J. D. Whelpley (no address given). September 26. This report [illegible] shipping facilities in that region, chiefly the river routes. A second [illegible] November 29.

"Comparisons for United States Exports to Argentina." Vice-Consul-General Charles Lyon Chandler, Buenos Aires, Arg. December 12. This report contains much general information concerning trade opportunities.

"Furniture Trade Abroad." This report is brief, and includes only Chile and China. December 21.

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"American Trade Handicap in Brazil." Consul Southard P. Warner, Bahia, Brazil. January 6. The handicap consists in not having agents in the country.

"Trade Conditions in Martinique." Consul Thomas R. Wallace (no address given). January 25.

"American Logging System in Malaysia." Consul-General James T. Dubois, Singapore. January 27. A short and interesting report.

"Commerce of Trinidad." Consul Franklin D. Hale, Trinidad, W. I. [illegible]

"Trade Development in Chile and Peru." Commercial Agent John M. Turner (no address given). January 30.

"Trade of Manchuria." Consul-General Fred D. Fisher, Mukden, Manchuria. January 31.

"How to Develop Trade in China." Vice-Consul-General W. R. Dorsey, Shanghai, China. February 1.

"White Oak Staves and Timber." February 4. This report is by various consuls, and covers Austria, Italy, England, Scotland, Germany, Sweden, Turkey, Ecuador, Chile, etc.

"Industrial Development of Queensland. Vice-Consul-General Henry D. Baker, Sydney, Aus. February 7. A general report, but with some account of forest resources.

"Business Outlook in Chile." Consul Alfred A. Winslow, Valparaiso, Chile. February 7. No statistics in this report.

"American Pianos in Australia." Consul-General H. D. Baker, Sydney, Aus. February 8.

"American Hardwood Trade in Germany." Consul-General Robert P. Skinner, Hamburg, Germany. February 10.

"Furniture-Making in Spain." Consul Charles L. Hoover, Madrid, Spain. February 14. Very brief.

[illegible] Durango, Mex. February 14.

"Timbering in Eastern Siberia." Consul Lester Maynard, Vladivostok, Siberia. February 15, 1911. This report deals with timber resources and probable operations.

"Furniture Market of Malta." Consul James Oliver Laing, Valletta, Malta. February 21. A short report.

"Wood Paving Blocks for Italy." Vice-Consul James B. Young, Milan, Italy. March 10.

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"The Basket Makers of Upper Franconia." Consul-General Frank Dillingham, Coburg, Germany. March 28. This should interest American basket makers at this time.

"Commerce of Bermuda." Consul W. M. Greene, Hamilton, Bermuda. September 28. There is a good market for box lumber or shooks.

"Newfoundland's Commerce and Industries." Consul James P. Benedict, St. Johns, N. F. September 29.

"Commerce and Industries of Peru." Consul-General W. H. Robertson, Callao, Peru. September 30.

"Plows and Plowing in Siam." Vice-Consul-General Carl C. Hansen, Bangkok, Siam. October 6.

"Trade of Union of South Africa." October 21. Several consuls contributed to this report.

"Commerce of Transvaal and Rhodesia." Consul E. N. Gunsaulus, Johannesburg, South Africa. October 23. Furniture, farm machinery, and vehicles should have an opening in this region.

"Trade of the Malay Peninsula." October 24. Structural timbers ought to find a market.

"Commerce of Southern Mexico." October 25. Domestic troubles in Mexico have probably changed conditions since this report was written. The report contains a large amount of information.

"China's Foreign Commerce." October 28. This was compiled from Chinese official publications.

"Commerce of Northern Mexico." November 1. A number of consuls contributed to this report.

"Commerce and Industries of Sicily." Consul Hernando de Soto, Palermo, Italy. November 6.

"Commerce of Arabia and the Somalilands." Consul Charles K. Moser, Aden, Arabia.

"Commerce of Central Mexico." November 11. Compiled from reports by several consuls.

"Commerce and Industries of Mozambique." Consul G. A. Chamberlain, Lourenco Morques, Portugese East Africa. November 16.

"Progress of West African Trade." November 22. Various consuls at different ports contributed to this report.

"Commerce of Australia." November 29. Compiled from reports of a number of consuls.

"Trade of Haiti." Consul John B. Terris, Port au Prince, Haiti. December 7.

"Trade of Samoa." Consul Mason Mitchell, Apia, Samoa. December 8. This report is short.

"Lumber and Its Products." December 9. This report is compiled from several consular contributions from Germany, Austria, England, Italy, Switzerland, Canada, Ecuador, China, Indo-China, and Portuguese East Africa. It contains much information.

"Trade Review of Colombia." Vice-Consul-General C. H. Small. December 11.

"Commerce of Burma." Consul M. K. Moorhead, Rangoon, Burma. December 15.

"Foreign Trade of Nicaragua." December 21. This is a compilation of several consular reports.

"American Commerce With the United Kingdom." December 23. Consul-General John L. Griffiths, London.

"Trade Review of Honduras." December 26. This is a compilation of consular reports from various parts of the country.

"Landing Charges in the Far East." Consul-General George E. Anderson, Hongkong, China. December 26.

"Trade of the Bahamas." Vice-Consul F. M. Menendez, Nassau, Bahamas. December 28.

"Commerce of the Guianas." December 30. This is a combination of three reports covering the British, French and Dutch Guianas.

"Trade of Barbados, St. Lucia, and Dominica." Consul Chester W. Martin, Bridgetown, Barbados. December 30.

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"Markets for Agricultural Implements in the Caucasus." Vice-Consul Frederic W. Caulwell, Batung, Russia. January 2. Field for plows, harrows, and cotton machines.

"Nuremberg Toys for America." Consul George N. Ifft, Nuremberg, Germany. January 2. Some American waste might be made into toys.

"Railway Construction in Bolivia." American Minister Horace G. Knowles, La Paz, Bolivia. January 3. Valuable to prospective shippers of lumber to the interior.

"Foreign Papers for Advertising American Goods." Compiled from various reports. January 6. Papers and rates in Argentina, Brazil, British Guiana, Chile, Colombia, Ecuador, Paraguay, Peru, Uruguay, and Venezuela are listed.

"The Market for Plows in Honduras." Consul A. T. Haeberle, Tegucigalpa. January 10.

"America's Share in India's Trade." Consul-General W. H. Michael, Calcutta. January 11.

"Trade of Brazilian Ports." Pernambuco and Santos. January 19.

"American Office Appliances in Russia." Consul-General John H. Snodgrass, Moscow, Russia. January 23.

"Trade of the Leeward and Windward Islands." Consul Chester W. Martin, Bridgetown, Barbados. January 25.

"Arequipa, Peru's Southern Metropolis." From "Peru Today." January 25.

"Sale of Crossties Abroad." February 8. Covers Germany and England only.

"Commerce of the Azores." Consul E. A. Creevey, St. Michael's, Azores. February 17.

"Foreign Markets for Refrigerators." February 20. Compiled from various consular reports, and covers England, France, Germany, Austria, Turkey, Syria, South China, and British Columbia.

"Consular Suggestions for Trade Extension." February 28. Contributions from different consuls.

"Trade of Paraguay." Consul Cornelius Ferris, Asuncion. February 28.

"Agricultural Implements in New Zealand." Vice-Consul-General Henry D. Baker (no address given). February 29.

"Furniture Styles for South Africa." Consul-General Richard Guenther, Cape Town, South Africa. February 29. Furniture men looking for South African business should read this report.

"Lumber and Timber Products." March 13. Compiled from various sources, and relates chiefly to France, Mexico, and Venezuela, Ecuador, South Africa, China, Tasmania, and Australia. It is brief.

"Commercial Woods of Africa." Consul W. J. Yerby, Sierra Leone. March 16. This report gives the native and botanical names of trees and the uses of the woods.

"American Shooks and Staves." Consul Albert Halstead, Birmingham, Eng. March 20. Covers England, only.

"Trade Review of Argentina." Consul-General R. M. Bartleman, Buenos Aires. March 23.

"Brazilian Lumbermen's Petition." Consul-General Julius G. Lay, Rio Janeiro, Brazil. March 26. Lumbermen ask that home woods only be used in government buildings.

"Commerce of the Union of South Africa." Compiled from official documents. March 27.

"Commerce of Dutch West Indies." Consul Ellis H. Cheney, Curacao, W. I. April 3.

"China's Commercial and Industrial Progress." Vice-Consul-General W. R. Dorsey, Shanghai. April 8.

"Commerce of the Netherlands." Consul-General Soren Listoe, Rotterdam, Holland. April 20.

"Foreign Lumber Production and Importation." May 18. This article covers Greece, Siam, Germany, and Azores. The same number contains a report covering South Africa (Page 661) and another relating to box shooks in Spain, Arabia, and Mexico, and another on the Australian timber industry.

"Tasmanian Trade and Industrial Conditions." Consul Henry D. Baker, Hobart, Tasmania. May 31.

"Pine Lands of Nicaragua." Consul Arthur J. Clare, Bluefields, Nicaragua. June 3.

"Commerce of Chinese Ports." June 12. The cities of Amoy, Swatow, and Chefoo are covered by consular reports.

"Scotch Trade and Industries." Consul J. N. McCunn, Glasgow, Scotland, and other consuls. June 15. Scotland is a good customer for American forest products.

"Commercial Conditions in Panama." Consul-General Alban G. Snyder, Panama City. June 18.

"Trade of British India Ports." June 29. The consular reports cover Bombay and Karachi.

"Commercial Review of Turkey." Consul-General G. Bie Ravndal, Constantinople. July 8.

"Chinese Blackwood Furniture." Consul-General George E. Anderson, Hongkong. July 12.

"The Commerce of Japan." Consul-General Thomas Sammons, Yokohama, Japan. July 13.

"Commerce of French West Indies." Consul Frederick T. F. Dumont, Basse Terre, W. I., and Consul T. R. Wallace, Martinique. July 17.

"Increased Commerce of Jamaica." July 19. This covers the cities Port Antonio and Kingston.

"Trade of Lower California." Reports by Consul Lucien N. Sullivan at La Paz, and Consul Frederick Simpich, Ensenada, Mex. July 20.

"Trade Review of Egypt." Consul David R. Birch, Alexandria. July 25.

"Commerce of New Zealand." Consul-General William A. Prichett, Aukland, N. Z. August 3.

"Trade of Spanish Cities"—Saville and Valencia. August 7.

"Commerce and Industries of Paraguay." Consul Cornelius Ferris, Asuncion. August 9.

"Bolivian Trade Review." From reports by British consular officers in Bolivia. August 16.

"Trade Conditions in Morocco." Consul-General Maxwell Blake. August 19.

"Lumber and Timber Products Abroad." August 20. Compiled from consular reports from England, Russia, Martinique, Formosa, and China.

"Commerce and Industries of Mozambique." Consul G. A. Chamberlain, Lourence Morquez, Portuguese East Africa. August 28.

"Commerce and Industries of Servia." Consul Maddin Summers, Belgrade, Servia. August 29.

"Lumber Shippers and the Foreign Trade." Commercial Agent E. P. Secker (no address given). September 2. This contains advice, but no statistics.

"Commerce of Japanese Ports." September 4. Compilation of several consular reports.

"Manchurian Trade and Commerce." Compiled from various consular reports in different cities. September 11.

"New Method of Working Timber in India." September 23. From the official Indian Trade Journal, Calcutta. It refers principally to floating

"Commerce and Industries of Syria." Compiled from various consular

"Commerce and Industries of Algeria." Consul Denn B. Mason, Algiers,

"Commerce and Industries of Mexico." Consul-General Arnold Shanklin, Mexico City. October 19.

"Mexican Business Opportunities." Consul W. W. Canada, Vera Cruz, Mex. October 23.

"Commerce and Industries of Colombia." Consul Isaac A. Manning, Barranquilla. Commerce. October 29. Separate reports are made for the ports of Medellin, Cali, Barranquilla, and Cartagena.

"Commerce of Costa Rica." Consul Samuel T. Lee, San Jose, Costa Rica. November 26.

"Trade of Mesopotamian Valley." Consul Evan Small, Bagdad, Asiatic Turkey. November 28.

"Trade of British East Africa and Uganda." Consul A. W. Weddell, Zanzibar. December 2.

"Foreign Commerce of Argentina." December 3. A compilation from various sources.

"Commercial Review of Greece." Consul-General W. H. Gale, Athens. December 4. A special report for Patras by Consul A. B. Cooke.

"Musical Instruments Abroad." December 5. Consuls contribute to this report in Brazil, Argentina, and Turkey.

"Trade of Netherlands India." Vice-Consul-General Robert G. Baragh Singapore. December 7.

"School Furniture and Supplies." December 10. Includes South Africa, Australasia, Norway, Spain, United Kingdom, British Guiana, Dominican Republic, Guadeloupe, Honduras, Mexico, Chile, Paraguay, and Venezuela.

"Wood Block Paving in England and France." December 13. Compiled from consular reports.

"Trade of British West Indian Islands." Consul Chester W. Martin, Bridgetown, Barbados. December 16.

"Trade Activity in Eastern Brazil." Consul P. M. Griffith, Pernambuco, Brazil. December 18. Reports for Bahia and Santos are included.

"American Trade With British Honduras." Consul William L. Avery, Belize, Honduras. December 20.

"Trade of St. Pierre and Miquelon." Consul John K. Baxter, St. Pierre, W. I. December 23.

"Commercial Review of Chosen (Korea)." Consul-General George H. Seidmore, Seoul, Chosen. December 27.

"Lumber Situation in the Far East." Consul-General A. E. Carleton, Hankow, China. December 28

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"Trade of Turks Islands." Consul Stanley Jones, Turks Island, W. I. January 2.

"Brazilian Industrial Development." Consul-General Julius P. Lay, Rio Janeiro, Brazil. January 3.

"Trade of the Baltic Regions of Russia." January 8.

"Commerce of the Bahamas." Consul Henry D. Baker, Nassau. January 9.

"Commercial Review of Venezuela." This includes several consular reports. January 11.

"Review of Portuguese Trade." This includes the Madeira Islands, and consists of several consular reports. January 13.

"Lumber Trade in Great Britain." Commercial Agent E. P. Secker (no address given). January 17.

Commerce of Southern Chile." Consul L. Latham, Punta Arenas. January 28.

"Trade of Liberia and French West Africa." Compilation of reports. January 29.

"The Shook and Barrel Industry." General review. January 31.

"Existing Conditions in Dominican Republic." Compilation of reports. February 5.

"Wall Finishing in Foreign Houses." Various consular reports covering France, Italy, Austria, Spain, Switzerland, Germany, Netherland Java, India, China, Guatemala, and South Africa.

"Timber in Persia." March 7.

"Imports Into Salvador." March 7.

"Industrial Review of Central Mexico." Consul W. Is. Bonney, San Luis Potosi, Mex. March 18.

"American Woods at Hamburg." Consul-General R. P. Skinner, Hamburg, Germany. March 19.

"The Americanization of Arabia." Consul W. H. Shulz, Aden, Arabia March 22.

"Agricultural Machinery in Turkey." Consul-General G. Bie Ravndal, Constantinople. March 25.

"Imports of Pacific Ocean Ports." March 28. This report covers all the shores and islands of the Pacific ocean. The annual imports are worth $2,000,000,000.

"Commercial Review of Venezuelan Ports." April 7.

"Agricultural Machinery in Sweden." Consul Douglas Jenkins, Goteborg, Sweden. April 9.

"Uruguayan Trade and Credit Methods." Minister N. A. Greevstad, Montevideo, Uruguay. April 10.

"Commerce of Dutch West Indies." Consul Elias H. Cheney, Curacao, W. I. April 12.

"Australian Timber Resources." Compiled from Australian sources. April 22. Short report.

"Trade Review of Liverpool." Consul H. L. Washington, Liverpool, Eng. April 26.

"Elements of Cuba's Foreign Trade." Compilation of reports. May 3.

"American Boxes for Irish Linens." Consul H. H. Watson, Belfast, Ireland. May 14. Short report.

"American Trade with the Port of London." Consul-General John L. Griffiths, London, Eng. May 23.

"Commercial Prospects of Saloniki." Consul John E. Kehl, Saloniki, Greece. May 26.

"Trade of Mediterranean France." Consul-General A. Gaulin, Marseilles, France. May 28.

"Trade Conditions in Ireland." Compilation of reports. June 5.

"Trade of Portuguese East Africa." Consul G. A. Chamberlain, Lorenco Marques, East Africa. June 6.

"Commerce of Society Islands." Consul North Winship, Tahiti, Society Islands. June 10.

"American Office Equipment in Denmark." Consul-General E. D. Winslow, Copenhagen, Denmark. June 20.

"Trade and Industries of Western Scotland." Consul J. N. McCunn, Glasgow, Scotland. June 27.

"Commerce of British West Indies." Consul Chester W. Martin, Bridgetown, Barbados. July 2.

"Development of Uruguayan Trade." Consul Frederic W. Goding, Montevideo, Uruguay. July 9.

"Commerce of Netherlands India." Compiled from British consular reports. July 17.

"Agricultural Machinery in Asia Minor." Consul-General George Horton, Smyrna, Turkey. July 21.

"Foreign Rail and Ocean Freights." July 23. Compilation of reports, covering France, Germany, Hungary, Russia, and Spain.

"Spanish Market for Agricultural Implements." Consul Claude I. Dawson, Valencia, Spain. July 24.

"Farm Implement Depots in India." July 25. The same issue has an article, "Plows in Southern India." Both are by Consul Henry D. Baker.

"Trade of South African Ports." Compilation of consular reports. August 2.

"Trade Review of Egypt." Consul Arthur Gerrels, Alexandria. August 9.

"American Staves for Scotland." Consular Agent W. P. Quann, Aberdeen, Scotland. August 11.

"Trade Review of Syria." Vice-Consul-General F. W. Smith and other consuls. August 12.

"Commerce and Industries of Greece." This includes consular reports for Athens and Patras. August 14.

"Bolivia's Foreign Commerce." August 20.

"Commerce of Morocco." Consul-General Maxwell Blake, Tangier, Morocco. August 23.

"Hindrances to Central American Trade." Commercial Agent Garrard Harris (no address given). August 26.

"Handling Freight to Central America." Commercial Agent Garrard Harris. September 10.

"Opportunities in Central America." Same author as above. September 17.

"Foreign Lumber Trade." September 20. Compiled from reports of consuls in the several countries covered, namely, China, Denmark, France, Greece, Hungary, Italy, South Africa, Spain, Sweden, Turkey in Asia, and United Kingdom. This is a valuable report.

"Wood Manufacturing in the Netherlands." Consular Agent A. C. Nelson, Scheveningen, Netherlands. September 20. Valuable.

"Commercial Activities in the Balearic Islands." Consular Agent Juan Morey, Palma de Majorca, Spain. October 17.

"Manufacturers of Grape Barrels in Spain." Consular Agent Bartley F. Yost, Almeria, Spain. October 18.

"Trade of Australian States." Consul W. C. Magelssen, Melbourne, Australia. October 21. Imports of wood products from the United States are given.

"Commercial Review of Syria." October 29. Consular reports for Aleppo, Jerusalem, and Mersina are included.

"Trade of Mesopotamia and Irak." Consul Emil Sauer, Bagdad, Asiatic Turkey. November 1.

"Commercial Conditions in Panama." Consul-General A. C. Snyder, Panama City. November 3.

"Trade of German South Sea Islands." November 6. Translation from the German Vossische Zeitung of Berlin.

"Trade Prospects in South Africa." Consul E. A. Wakefield, Port Elizabeth, South Africa. November 7.

"Foreign Commerce of Greece." Consul-General William H. Gale, Athens. November 11.

"Sale of American Woodworking Machinery." Consul John Ball, Havre, France. November 11. A short report without statistics. It relates only to France.

"American Commercial Organization in Foreign Countries." Consul-General S. Bie Ravndal, Constantinople. November 18. Prospective exporters of forest products will do well to read this report.

"Trade of West African Colonies." November 22. This is a compilation covering Nigeria, Gold Coast, Sierra Leone, Gambia, French Guinea, Kamarun, and Togoland. Statistics show American trade there.

"Agricultural Implements in the Punjab." Consul-General George E. Anderson, Hongkong. November 27.

"Trade of Straits Settlements." Consul-General Edwin S. Cunningham, Singapore. Largely statistical. November 28.

"Commerce and Industries of Guatemala." Consul-General G. A. Bucklin, Guatemala City. December 2.

"American Portable Houses in France." John Ball Osborne, Havre, France. December 4. An interesting report

"Barrel Staves in Germany." Consul-General Robert P. Skinner, Hamburg, Germany. December 22.

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"Commerce of Southern Chile." Consul Charles I. Latham, Punta Arenas, Chile. January 12.

"Growth of South African Commerce." Consul General W. A. Haygood, Cape Town, Africa. January 17.

"Trade Conditions in Ecuador." Consul-General Charles F. Baker, Guayaquil, Ecuador. January 19.

"Changing Conditions in the Shook Trade." Consul W. I. Dawson, Valencia, Spain. January 23.

"Wood and Lumber Market of Havre." Consul J. B. Osborne, Havre, France. January 23.

"China's Import Trade and Industries." Consul-General George E Anderson, Hongkong, China. January 29.

"Hardwoods of Panama." Consul James C. Kellogg, Colon, Panama. February 7.

"Agricultural Implements in Asia Minor." Consul Edwin I. Nathan, Mersina, Turkey. February 9.

"Trade and Commerce of Bulgaria." Consul General Charles Campbell, Bucharest, Roumania. March 5.

General report on vehicles other than motor. This is in manuscript and can be seen only by calling at branch offices of the Bureau of Foreign and Domestic Commerce.

"Lumbering Concessions in Philippines." March 10. Report from the Manila Free Press.

"Commerce of Danish West Indies." Consul C. H. Payne, St. Thomas, W. I. March 11.

"Egypt's Foreign Trade Statistics." Consul Arthur Garrels, Alexandria, Egypt. March 12.

"Trade Directory of South America." March 16. The directory is described and terms on which it may be procured are stated.

"American Goods at Hamburg." Consul-General Henry H. Morgan, Hamburg, Germany. Kinds and quantity of logs and lumber are given.

"American Furniture and Office Supplies Abroad." March 21. This consists of reports from various parts of the world.

"Manufacturers' Agents in South Africa." Consul E. A. Wakefield, Port Elizabeth, South Africa. March 21.

"Kitchen Cabinets in Swiss Homes." Consul Philip Holland, Basel, Switzerland. March 23.

"Hardwood Timber of the Solomon Islands." April 4. This is from British sources.

"Silos Needed in Venezuela." Minister Preston McGoodwin, Caracas, Venezuela. April 13.

"Consular Advice in Trade Promotion." Vice-Consul John R. Silliman, Saltillo, Mex. April 14.

"Foreign Lumber Trade." Consul L. Spahr, Breslau, Germany. April 21.

"Market for American Corn Planting Machinery." Consul J. H. Grout, Odessa, Russia. April 21.

"Trade Review of Armenia." April 23. This includes Harput, Diarbekir and Sanasun.

"Pattern Woods for German Machine Shops." Consul Ralph C Busser, Erfurt, Germany. April 25.

"American Trade with Hongkong." Consul-General George E Anderson, Hongkong. April 28.

"New Plywood from Japan." Consul Robert J. Thompson, Aix la Chapelle, Germany. May 2.

"Commercial Conditions in Northern Mexico." Various consular reports. May 7.

"Commerce and Industries of Algeria." Consul Dean B. Mason, Algiers, Africa. May 13.

"Match Trade of India." Consul Henry D Baker, Bombay, India. May 16.

"Commerce and Industries of the Netherlands." Compiled from consular reports covering Rotterdam, Amsterdam, Scheveningen, and Grand Duchy of Luxemburg. May 19.

"French Market for American Staves." Consul John Ball Osborne, Havre, France. May 21.

"Basel Market for Imported Lumber." Consul Philip Holland, Basel, Switzerland. May 23.

"American Wheelbarrows in England." Consul A. E. Ingram, Bradford, Eng. May 28.

"Shooks in the Canary Islands." Consul Homer Brett, Teneriffe, Canary Islands. June 5.

"Hardwood Forests of South America." Compiled from various sources. June 9.

"Lumber and Timber Products Abroad." This includes only Spain and Burma. June 9.

"Turkish Market for Agricultural Machinery." Consul George Horton, Smyrna, Syria. June 10.

"Industry and Trade of Portuguese East Africa." Consul G. A. Chamberlain, Lourenco Marques, East Africa. June 17.

"Lumber Shipments from New Brunswick." Consul Henry C. Culver, St. John, N. B. June 25.

Timber Market Conditions in China." Consul Myrl S. Myers, Swatow, China. July 14.

### Procuring Consular Reports

Lumbermen and others who wish to consult any of the consular reports in the foregoing list should apply to A. H. Baldwin, Chief of Bureau of Foreign and Domestic Commerce, Washington, D. C., where the separate daily reports are obtainable. They can be had without charge. In cases where the supply of a report for free distribution has been exhausted, it will usually be loaned for a short time. The bound volumes, each covering three months, may be purchased from the Superintendent of Documents, Government Printing Office, Washington, for $1.50 each. In ordering any copies of the daily reports from the foregoing selected lists, the date of publication should be given, the subject, and the name of the consul who made the report.

### Foreign Tariffs

Persons who contemplate entering the export business should carefully investigate the tariffs levied on imports by the countries with which they expect to trade. This is a matter of first importance, because some countries have prohibitive rates on certain articles. The Daily Consular and Trade Reports give careful and exact information from time to time on tariffs and tariff changes in all countries. The prospective exporter who wishes to inform himself concerning the tariff laws of any particular country, can doubtless have his questions answered by addressing the Bureau of Foreign and Domestic Commerce, and stating explicitly the nature of the information he desires. From the same source, in many instances, names of dealers in foreign countries can be obtained.

Lumbermen and others who are looking for increase of their business in foreign countries will do well to avail themselves as soon as possible of the valuable assistance which the Department of Commerce at Washington is able and willing to give. An opportunity like the present may never again come to the American dealer in forest products.

The foundation can be laid while trade is disorganized in all parts of the world, and when the situation clears, as it must in course of time, the exporters of American forest products will be in a position to increase their business and gain new ground. Though it is not possible to forecast the future exactly, it is certain that America's opportunity to extend its foreign lumber trade is now at hand.

# The Lumbermen's Round Table

## THE SILVER LINING

## USE THE CORRECT TERMINOLOGY

"It goes against the grain," said a prominent veneer manufacturer, "to hear people in the business long enough to know what he is talking about, "to hear a rotary cutting machine spoken of as a 'lathe.' It isn't a lathe. A lathe is a turning machine, which is an entirely different proposition, and the rotary machine ought to be properly distinguished from it. Yet some veneer manufacturers refer to their equipment as 'lathes,' and so it is no wonder that those outside of the trade often make the same mistake. It is one, however, that no well-informed person ought to commit."

The same manufacturer, who must not be thought finicky, but merely accurate, called attention also to the folly of classing the entire product of a rotary machine as "veneers." He said that a lot of trouble is caused by shipping as veneer stock which is too thick to come in this classification, the railroads seldom overlooking the situation and taking pains to "call" the offender.

Calling a rotary machine a lathe is a good deal like referring to an engraving as a "cut." This is one of the things that photo-engravers are quite sensitive about, and they are trying to educate their customers to refer to their product exclusively as "engravings." The word "cut" is so generally used, however, to denote any kind of illustrating medium that it will be a long time before the error can be corrected. But it ought to be much easier to [illegible] "lathe" when [illegible]

## THE INSPECTOR'S COMPLAINT

"Lumbermen don't always give the inspector the credit that is due him," said one of the latter fraternity the other day during a lull in the proceedings. "A really good inspector is worth all the money the boss can pay him. Of course, there are other kinds, but they are seldom overpaid.

"I know a lumberman [illegible] who treats his inspectors as though they were not above the grade of the lumber shovers. If the inspector isn't busy tallying and grading, he puts him to work in a crew. That would take the heart right out of any inspector worthy of the name.

"There is another lumberman who says that he would fire any inspector of his who owned an automobile. The money paid to his and many other inspectors wouldn't support a car in the style to which it has been accustomed, of course, but there is no reason why a good man shouldn't earn enough to be able to trundle his Ford around town.

"But paying the inspectors too little means simply that the good men aren't going to stay inspectors very long. If the lumbermen want mediocre men, and want them to have just about a nickel's worth of brains, all right; but I'm glad there is an occasional hardwood man who sees the advantage of having an inspector who can think, along with his other qualifications."

## ADVERTISING VENEERED WORK

The public is gradually being educated to the value of veneered [illegible] of disguising this fact, or putting the soft pedal on it, are making a positive selling argument of the condition.

The Standard Veneer Products Company, whose unique Duro-structo trunk, has done good work not only for itself but for manufacturers of built up goods generally, by its advertising campaign, in which the technical features of its processes are explained, and the advantages of having a trunk made of glued-up materials are emphasized. That opens the public's eyes to the proposition, and when people hear "veneered" after that, it doesn't convey the idea of "inferior" or "imitation," which it often does to the uninformed.

The manufacturers of the Franklin motor car have also been hammering away at the proposition from a new angle. In their advertising they have pointed to the fact that instead of using a body made of rigid metal, they have constructed it of laminated wood, and that the wood, being resilient, is able to take up the jars and vibrations, and thus causes the machine to ride easier than one not so constructed. Perhaps "laminated wood" does not suggest veneered work to the average person, but the idea will soak in gradually, so that the man who appreciates the importance of this construction in an automobile body will come around to seeing that there are marked advantages also in getting furniture made the same way, though for a different reason.

Those whose products involve the use of crossbanding could make a point of this, going so far as to call their goods "reinforced." The use of this term has been suggested heretofore and seems to be an adjective that could be applied to veneered work very appropriately.

## THE LUMBERMAN AS A TALKER

Since business became the subject of legislation, and since trade association grew to be a big and positive force in commerce, business men, formerly inarticulate and inexpressive, except as man to man, have learned how to get on their feet and talk in a way that convinces.

Lumbermen as a whole have perhaps not appreciated the advantages of being able to talk on their feet. Yet the opportunities for the man appearing before a Congressional committee or urging his point at a trade convention are as great in the lumber field as elsewhere.

Talking in public is largely a matter of practice. Lack of practice, therefore, is the chief handicap of the lumberman who would like to be able to present a proposition forcefully, before the right people at the right time.

Frequently the writer has attended meetings at which he has heard auditors express themselves as being violently opposed to the sentiments of a speaker; and yet, though the floor was open to them, they did not rise to their feet, because they didn't regard themselves as orators or as public speakers of any account.

The lumberman ought to consider ability to talk before others as a necessary business qualification. It is getting more necessary all the time. You will note that the big business men who have been quizzed by Federal and other investigating committees are learning how to phrase their replies and point their statements so as to create the right impression; and, after all, it is the form of a remark rather than the essential meaning that often counts for most.

It isn't necessary to be able to "orate" and make the eagle scream in order to be a good talker; but the straightforward, forceful, simply-worded talk of the earnest, enthusiastic man usually has the "punch" that carries conviction.

# The Mahoganies of Africa

Botanists do not admit that true mahogany grows in Africa, but there are timbers in that country which pass in commerce as mahogany, and it is not to the point in the present discussion to contend over minor botanical differences.

It has been customary in this country to regard all Africa mahogany as *Khaya senegalensis*, that being the technical name by which some of the earliest imports were designated. The fact is, at the present time probably not one log in ten, as they are found in the market, is of that species, or if of that species, the most of them are of different varieties. The early shipments came chiefly from Senegal, the first fertile country on the coast west and southwest of the Sahara desert. The mahogany was named from the region whence it came; but very little now comes from that district.

The other mahogany from Africa which has the honor of bearing a botanical name is Gaboon or Okume (*Boswellia klaineana*). This wood is of about the same weight as white pine, and is found in a region from 1,500 to 2,500 miles from Senegal.

### Geographical Range

African mahogany is found on the west coast of that continent, from fifteen degrees north of the equator to twenty south. Its range, measured in a line as the bird flies, is 2,500 miles in extent, but following the indentations of the coast, the distance is 5,000 miles. The growth extends from the immediate coast inland from 100 to 300 miles, but usually about 100 miles. The timber occurs, therefore, in a strip about 5,000 miles long but very narrow.

The range is controlled by the rain belt which waters the coast, but decreases rapidly inland. The forests are dense near the sea, but they thin rapidly toward the interior and disappear in the grassy plains or the deserts which lie toward the east and northeast.

There may be a dozen kinds of trees in that range, all passing as mahogany when they reach market, but known by many local names in the regions where they grow. Botanists have not worked them out. Their exact species and genera have not been determined. They vary greatly in foliage and characteristics of wood, but until they have been properly classified they will doubtless continue to pass under the common name of mahogany. It would probably be as proper to give the name "pine" to all pines, cedars, firs, spruces, and hemlocks as to designate all the imports from that coast of Africa as "mahogany"; but that is the custom now, and in a commercial sense no particular harm seems to come from it.

### Local Names

In the absence of botanical names to distinguish the different woods from that region, dealers employ local names. These may be borrowed from geographical terms designating capes, coasts, towns, or rivers, or they may be native names for trees, and meaningless in English. Some of these names follow; but it is said that a few of them are applied to African woods which never pass as mahogany anywhere: Gaboon, Okume, Sepele, Coco Beach, Cape Lopez, Lagos, Brococo, Bonamba, Bathurst, Axim, Grand Bassam, Ndola, Assinee, Voukou, and many more. The local names are valuable in trade because persons acquainted with the woods know their comparative values by the names they bear. The names are employed in much the same way as "northern white pine," and "California white pine" are used to distinguish between different kinds and qualities of wood.

### Extent of the Trade

As nearly as statistics can be relied on, Africa now supplies about three-fourths of the mahogany used by the whole world. Thirty years ago it was furnishing scarcely any. At present the remainder of the supply comes from tropical America, with a little from Asia and the Philippines; but the statement holds true, that much which passes in trade as mahogany is not recognized as such by botanists. The imports of African mahogany into Europe in 1913 totaled 290,818 tons. Some of that which reaches the United States is shipped directly from Africa, but most comes to this country by reshipment from Europe.

### Resources Overlooked

There is some interesting history connected with the development, or rather the non-development, of African mahogany in early times. It was an overlooked and unknown resource during more than 400 years, although the ships of numerous nations sailed along the coast thousands of miles almost in the shadow of mahogany trees, and traders penetrated the jungles in search of traffic, yet the splendid mahogany seems to have utterly escaped notice.

The various stretches of coast were named by traders, in accordance with the principal products procured there. The names are significant—Grain Coast, Ivory Coast, Stave Coast, Gold Coast. There was no "mahogany coast," although mahogany grew along the whole of it. European slave hunters made their first descent upon the west coast of Africa in 1442—fifty years before the discovery of America—and the gold hunt began there the same year. The ivory traders brought down tusks of elephants killed on the grassy plains beyond the forests; and the agricultural negroes carried grain to the coast and sold it to the trading ships. These articles formed the country's principal commerce until the gold was exhausted, the elephants were exterminated, and until the slave dealer, caught on or near the coast, was treated as a pirate and hanged to the nearest yardarm.

After all these resources had ceased to be profitable, the mahogany began to attract attention. That was within the past forty years; and not until twenty-five years ago did the trade in African mahogany attract much attention.

One of the first shipments of logs to reach New York was a peculiar lot. There was not the mark of axe, saw, or other edged tool on them. The trees had been burned down, the trunks had been burned off to form logs, and instead of hewing, the logs had been squared by fire. Negroes of the jungle had done the logging, had floated the timbers down a river to the coast and had sold them to a trader who sent them to New York.

The shipments of African mahogany to England—which were practically the shipments to the whole world—aggregated only 3,207 tons in 1891; while in 1913 the shipments to the same country totaled 110,414 tons, an increase of 3,400 per cent in twenty-two years.

### Logging Operations

The logging operations are conducted on a large scale, if the whole country is considered, but no single operation will match some of the pine, fir, and redwood operations in the United States. In a few instances modern methods are employed in getting the logs out of the jungle, but in most cases the work is done in ways far from up to date.

In most districts the logs are transported by sheer force, without the use of levers, pulleys, or other mechanical appliances. Men do the hauling in the same way that the Egyptians did it when they built the pyramids, by hitching enough men to the object to drag it along. A team for hauling mahogany logs usually consists of from fifty to eighty negroes, pulling with ropes attached to the log. An extraordinary log may require 300 natives to drag it. A log which was moved in that way four miles recently sold in England for $12,500. It cut 5,000 feet of lumber, after all waste was thrown out. Instances are on record where logs fifty feet long and four in diameter have been dragged miles to a river; and one was 100 feet long, and hewed four-sided, and at the top was two feet square.

The roads are cut through the jungle from ten to twenty feet wide, and all ravines are filled or bridged. Small trunks are laid crosswise, like railroad ties, and the logs are dragged on these. Negroes with pots of wet clay go ahead of the teams and smear the skids to make the logs slip. The team pulls to a monotonous chant which all utter in unison, like sailors pulling a rope. The

[illegible]

Wages are low, but the men are well fed and are satisfied. Some of the best men are Mohammedans from the desert country. They [illegible] of the camps the contractors have built cheap mosques for the convenience of the followers of the prophet.

Scouting for mahogany is much the same as in the tropical forests of America. Trees grow singly and at considerable intervals. Each tree is located and a path blazed to it. This work is almost always done by natives who are trained to it by long experience. Native chiefs sometimes claim the mahogany timber, but they have no real authority, and the white man pays them a little as a sort of quit-claim, and takes the trees.

SIZE OF THE TREES.

The mahogany attains large size in the West African rain belt. In extreme cases it is two hundred feet high and twelve in diameter, measured above the buttressed base. Measured within four feet of the ground, as is customary in the United States, some of the African trees are twenty and even thirty feet through. Enormous buttresses flank the base of the trunk. The men build scaffolds and cut the trees above the buttresses, ten or more feet from the ground. From 2,000 to 10,000 feet of good mahogany is thus left in the stump.

Saws are seldom used in felling the trees, and in many instances the trunks are cut into logs with axes. The natives do not take kindly to the saw, but they like to hack with edged tools. Logs six or seven feet in diameter are severed with axes without wasting more than a foot in length of trunk for kerf.

They cut down trees with tools of the poorest sort, when they have no better. Trunks six or eight feet in diameter, about native camps, are sometimes felled with large knives, by slowly hacking the wood. It takes a great deal of time and patience to do it, but the native African has plenty of both.

WASTE IN THE JUNGLE.

A thousand feet of waste mahogany is left in the African jungle for every thousand feet that comes out. The stump, top, and large limbs are usually left; and in squaring the logs nearly half of them may be hewed away. Some of the best operators are abandoning the practice of squaring the logs. The sapwood of the large trees is quite thin, and it pays to leave it on the log to protect the heartwood against abrasion and scars which the logs are likely to receive in floating many miles down rocky rivers to the coast where they are to be loaded on ships.

The teredo, a worm that infests brackish water near the mouths of rivers, is a dangerous enemy of mahogany logs that are floated down to the sea. If they remain long before being taken aboard ship the teredo is apt to find lodgment in them, and it continues to bore while the logs remain in the water or until the wood is destroyed.

Mahogany is not sawed into lumber in Africa, but the logs are transported on ships to Europe or America, where the sawing is done. It has been reported that the teredo has been known to continue boring until logs have reached England, and has been taken out alive during the process of converting the logs into lumber. However, that statement is subject to grave doubt. The teredo is a marine animal and takes its sustenance from the water, in the form of animalculæ brought to it by the currents, and the creature would get pretty hungry and thirsty during a voyage of 5,000 miles aboard ship from Africa to England.

Mahogany is sometimes badly perforated by teredoes and other borers, but the worst injury is done while the logs are in the water waiting to be taken aboard ship. Operators who drive timber down African rivers usually construct booms to hold the logs just above the reach of the tide, where the water is fresh and the teredo cannot come. When the ship arrives in the offing, the boom is opened, the logs are towed out to sea, and [illegible] loaded.

DEFECTS.

African mahogany from certain districts is subject to a defect which often greatly lessens the worth of otherwise valuable logs. [illegible] wind-shakes, heart-breaks, or other similar names. These breaks do not reach the outside of the tree, but are confined to the wood of the trunk's center. They may occur six inches apart, or several feet apart, measuring lengthwise of the trunk. They can seldom be discovered in an unopened log. If they exist, and the log is converted into lumber or veneer, the pieces will fall apart at the fractures.

The origin of the breaks is unknown. Various agencies have been suggested as their cause—lightning, wind, shrinkage.

English mahogany dealers sell their best figured wood in the United States.

## July Exports Were Satisfactory

While the showing of Baltimore exports for July does not look favorable, it must be considered in connection with what has gone before, and regarded in that light, the exhibit is by no means discouraging. On the face of it, a comparison with the same month of 1913 proves that the value of the shipments declined by almost fifty per cent. But when contrasted with the two previous months, it is seen that a gradual gain had been made, and that one wood, namely, poplar, manifested a pronounced recovery. The forwardings of poplar for last month were not less than 361,000 feet against only 180,000 feet for July of 1913, a gain so decided as to eliminate the idea that it was merely accidental. As for the rest of the list, it underwent an almost uniform decline when contrasted with July of 1913, but the fact should not be lost sight of that the total value of exports for May was only a little more than $104,000, and for June it did not go far above $107,000. July being by no means an active month, even under ordinary circumstances, it follows that any increase was to be regarded as gratifying. Of course, the war did not really commence until August, so that July is not to be charged with any of the effects of the embargo upon exports that has since then been imposed. But it does not appear as though the suspension of shipments to at least some of the foreign countries would last long. The Atlantic ocean even at this time has been made fairly safe for the passage of vessels of certain nations, and the needs in the way of lumber on the other side ought to tell. The chief factor in holding down the shipments will be the unsettled finances, which cannot be readily readjusted, and which must wait for a re-establishment upon a satisfactory basis until the fortunes of war are far more clearly indicated than they are at present. The comparative showing for last month as compared with the same month in 1913 is as follows:

| | 1914 | | 1913 | |
|---|---|---|---|---|
| Logs, hickory | 15,000 ft. | $ 420 | 22,000 ft. | $ 660 |
| Logs, walnut | 15,000 ft. | 900 | 110,000 ft. | 9,184 |
| Logs, all others | | | 18,000 ft. | 945 |
| Lumber, oak | 1,272,000 ft. | 46,738 | 1,841,000 ft. | 66,140 |
| Lumber, pitch pine | | | 15,000 ft. | 741 |
| Lumber, shortleaf pine | 91,000 ft. | 2,899 | 172,000 ft. | 5,595 |
| Lumber, poplar | 361,000 ft. | 18,948 | 180,000 ft. | 8,351 |
| Lumber, cedar | 10,000 ft. | 1,200 | 651,000 ft. | 19,840 |
| Lumber, all others | 255,000 ft. | 12,540 | 1,300,000 ft. | 37,608 |
| Shingles, logs | 448 | 434 | | |
| Shooks, all others | | | 2,865 | 1,446 |
| Staves | 562,842 | 4,540 | 397,924 | 15,401 |
| All other lumber | | | | |
| All other timber | | 11,563 | | 8,177 |
| Furniture | | 132 | | 3,902 |
| Thirty-six | | | | 1,087 |
| All other manufactures of wood | | 16,408 | | 25,742 |
| Total | | $116,132 | | $205,129 |

The things that whining will get you will be grudgingly given, and no respect will go with them. Therefore buck up and face what is before you like a man and you will be better off.

Just as necessity is often the mother of invention, so do hard times develop resourcefulness and thus depressions are what lead to real progress.

Many a man wastes time looking into and wondering about other people's business when his own business needs his attention.

# Mill Conditions Around Memphis

There has been comparatively little change in the general hardwood situation here during the past fortnight. The conditions growing out of the war in Europe are quite as serious now as at the beginning of hostilities, if not even more so. The export business is almost at a complete standstill. The only exception is that some firms here are allowing shipments on the docks at New Orleans and other southern ports to be loaded for English ports in all cases where the steamship companies regard it as reasonably safe to make the journey from this country to England. In other words, the exporters here are relying upon the judgment of the steamship companies, feeling sure that the latter would not, if the risk were extreme, allow their vessels to proceed on the high seas. At least a half dozen exporters here are letting shipments of lumber go forward under the conditions named. It may be stated, however, that this applies only to business which was booked some time ago, and only to lumber which was at the ports when hostilities broke out on the other side.

There is no new export business doing. There are a number of reasons for this. It is impossible to sell exchange. It is likewise difficult to make sales of lumber to Europe on account of the demoralized conditions following the general war in that country. The railroads have likewise refused to issue further through bills of lading on lumber shipments and are rather slow about handling further cargoes of lumber to New Orleans or other southern ports, on account of the very great congestion which already exists. Furthermore, owners of lumber do not feel that they are justified under present conditions in shipping lumber to Europe on account of the abnormal risks involved in such an enterprise. It may therefore be said that export markets are closed, and that nothing will be attempted in that direction until the question of the control of the high seas has been settled, and until it is possible to sell exchange to better advantage than at present.

The attitude of lumber interests here toward production may best be described in the terms of J. D. Allen, president of the Lumbermen's Club of Memphis. There was an executive session of the club here about ten days ago for the purpose of discussing conditions created by the war, with particular reference as to the best method of dealing with the situation. Following adjournment, President Allen stated that it was the concensus of opinion of those present that logging operations should be immediately stopped and that there should be decided curtailment of production as soon as the stock of logs already on hand had been converted into lumber. The representative of HARDWOOD RECORD attended this meeting and listened to the discussion of the various members. There was no concerted action taken by the club looking to curtailment, but it is quite apparent that the individual lumbermen and lumber firms realize the gravity of the situation and intend to meet this by very greatly reducing their output. There are some individuals, as well as some firms, which have logging contracts that make it necessary for them to continue running, but, in every such case, efforts are being made to have these contracts either entirely abrogated or so modified that it may not be necessary to take the amount of the lumber involved therein.

At present, there are very few mills in Memphis or the Memphis territory which have closed down. They have, as a rule, enough logs on hand to last from two to six weeks, and a somewhat general policy of curtailment is expected, as soon as timber on hand has been converted into lumber. There have been few points in recent years on which the lumbermen have been in more thorough accord than that the amount of lumber on hand should be reduced as a result of the stoppage of exports and the less satisfactory condition of the domestic markets.

The attitude of the banks is quite satisfactory to lumbermen here. The former have given the latter every assurance that there will be funds enough for the financing of present stocks and that loans will not be called if the lumbermen pursue a conservative policy. It is also noteworthy that there are plenty of funds to meet payrolls and that there has been no stoppage of milling operations as a result of inability to secure cash with which to meet payrolls and other such expenses. But, while the banks are showing a disposition to treat the lumbermen fairly, so long as they pursue a conservative course, they have given them to understand that any speculation or any effort to profit by present conditions will result in the calling of loans. From a financial standpoint, conditions are decidedly less strained than they were in 1907 when the banks found it necessary to issue clearing house certificates.

It is recognized that the extent to which the hardwood lumber market will be affected depends very largely upon the length of the war in Europe. The hope is freely expressed that the war will be of comparatively short duration. In fact, there are such enormous numbers of men engaged, and the cost is so excessive, that it is not believed the war is likely to be a long drawn out affair. At the same time, lumber exporters here do not anticipate an early resumption of business with Europe, and they are consequently looking around for other outlets. One of the leading members of the trade is authority for the statement that it may be possible to develop some business with Central and South America and with other countries. It is pointed out, however, that requirements in lumber in Central and South America would probably be comparatively small, and that the most direct benefit which lumbermen may expect from business with those countries would come in the form of largely increased sales of furniture and other products in the manufacture of which lumber is used. In any event, it is recognized that a great deal of time will be required for the development of new outlets and lumber exporters here are not looking forward to a renewal of activity in any direction for the present.

One of the rather surprising features of the situation down South is the fact that officials of the Illinois Central, the Southern Railway, and other lines, report a decidedly larger amount of freight than at this time last year. They point out that there has been a reduction in lumber shipments and a decided falling off in shipments of logs. They say, however, that the loss in this direction is more than made up by the increase in the tonnage of crops and all manufactured products, as well as goods for commercial purposes. Indications are that grain will be moved freely to Europe in a very short time and it is expected that this will further increase revenues of the railroads.

So far as the domestic markets are concerned, there is no very large volume of business doing. Some sales are being made every day. Shipments are also going forward at a moderate rate. However, there have already been some cancellations on the part of domestic buyers, and it would not be surprising if further developments along this line should follow. It is recognized that the stoppage of exports must necessarily throw a great deal of lumber destined for Europe back on the domestic markets. It is hoped, however, by the plan of individual curtailment, to reduce stocks in this country gradually, and thus prevent a needless sacrifice of values. There are two or three items reported somewhat easier, but as a general proposition, the market is unusually well sustained, everything considered.

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One reason why so many people fail to get what they want in the world is because so many of them want too much.

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In a recent effort to find out just how much the laborer gets out of the product of manufacture, it was found that of each dollar he gets sixty-one cents and capital thirty-nine. The labor gets twice as much as the capital. That doesn't look so bad for the laboring man nor does it show that he needs any more exemption from anti-trust laws than the owner.

# Pertinent Legal Findings

### DAMAGES FOR FAILING TO DELIVER LOGS

In computing damages recoverable against a railway company for failure to deliver logs, it is held in the recent case of [illegible] that the value of the logs at their destination, including cost of transportation, is the proper measure, and not the value at the point where delivery should have been made. (Kansas City Court of Appeals, Southern Railway Co. vs. Cooper, 167 Southwestern Reporter 678.)

### AUTHORITY TO MAKE PURCHASE FOR COMPANY

A [illegible] cannot be permitted to repudiate a purchase of a machine made by an employee on the ground that he had no authority to make the purchase, after the president and general superintendent had ratified the transaction by making no objection after learning of the purchase, and by permitting the machine to remain in use. (Texas Court of Civil Appeals, Benford Lumber Manufacturing Company vs. Knox, 168 Southwestern Reporter 32.)

### VALIDITY OF MISSOURI LIEN CLAIMS

Under the Missouri mechanics' lien law a lien for materials furnished for a building is not vitiated by a failure to state each item of the account, if the statement as a whole discloses that the items were furnished between certain dates and within the period for which a lien might be enforced. Nor is the right to a lien affected by the fact that the claim is for slightly more than claimant is entitled to, if the mistake were honestly made. (St. Louis Court of Appeals, Banner Lumber Company vs. Robson, 168 Southwestern Reporter 244.)

### REFUSAL TO FURNISH SHIPPING FACILITIES

A planing mill company is entitled to recover damages resulting directly from a railway company's arbitrary refusal to furnish cars for the shipment of lumber products and place them on a sidetrack near the planing mill company's plant; but the recovery must be had in an independent suit; the damages cannot be offset against a claim on the part of the railway company arising out of another transaction not related to the railway company's duty to furnish cars. (Georgia Court of Appeals, Atlantic Coast Line Railroad Company vs. A. T. Snodgrass & Co., 82 Southeastern Reporter 750.)

### STATE INTERFERENCE WITH INTERSTATE COMMERCE

A state court has no power to issue an order in an injunction suit regulating the carriage of lumber by a steamship company, if the transactions involved constitute interstate commerce. (Georgia Supreme Court, Merchants' & Miners' Transportation Company vs. Dixon, 82 Southeastern Reporter 141.)

### TITLE TO STANDING TIMBER SOLD

A conveyance of standing timber with limited time in which to remove it does not give absolute title to the timber; trees not removed, although they may be severed, within that time revert to the landowner. (Virginia Supreme Court of Appeals, Smith vs. Ramsey, 82 Southeastern Reporter 189.)

### MUNICIPAL BUILDINGS NOT LIENABLE

Municipal buildings in Maryland are not subject to mechanic's lien on account of materials furnished for their construction or repair, nor are the materialmen as a general rule, entitled to any preference of payment over general creditors from funds due the general contractor. (United States District Court, District of Maryland; in re Fowble; 213 Federal Reporter 676.)

### RECOVERY OF EXCESS OF FREIGHT CHARGES

Although, as a general rule, money paid without coercion cannot be recovered, a shipper of lumber is entitled to recover any excess of freight charges collected from him in excess of lawful charges, regardless of whether the payment was made under protest. (New Hampshire Supreme Court, E. D. Clough & Co. vs. Boston & Maine R. R. Co., 90 Atlantic Reporter 863.)

### SELLER'S RIGHT TO RECLAIM SHIPMENT

Even though a buyer of shingles obtained the shipment on credit through fraud, title passed to him on delivery of the bill of lading, so that plaintiff could not, while the shingles from the buyer in good faith on the consignment of the bill of lading became the owner and entitled to possession, as against the original seller's subsequent attempt to reclaim the shipment. But so long as the shingles remained the property of the original buyer and remained in transit the seller could have exercised his right to stop delivery and rescind the sale on account of the fraud. (Kansas City Court of Appeals, Long Bell Lumber Company vs. C. B. & Q. R. R. Co., 167 Southwestern Reporter 1183.)

### VALIDITY OF ORAL CONVEYANCES OF TIMBER

Although an oral contract to sell standing timber is unenforceable so long as no performance of the contract has been entered upon, the purchaser becomes the owner of timber cut and removed, as against a subsequent purchaser of the land. (Springfield, Mo., Court of Appeals, Starks vs. Garver Lumber Company, 167 Southwestern Reporter 1198.)

### STANDING TIMBER AS REAL ESTATE

A sale of standing timber, though made with a view to its separation from the land, is governed by the same laws which govern the sale of lands. (Louisiana Supreme Court, Tremont Lumber Company vs. Haynes Lumber Company, 65 Southern Reporter 596.)

### WAIVER OF MATERIALMAN'S LIEN

A lumber dealer cannot enforce a lien for materials furnished a building contractor so far as the owner has made payments to the contractor with the company's assent. (Georgia Supreme Court, Bailie vs. Woodward Lumber Company, 82 Southeastern Reporter 232.)

### OBJECT OF LOG SCALE

In a recent Louisiana lawsuit question was raised concerning the quantity of hardwood logs required to be delivered under a contract of sale. Attorneys for the seller argued that since the sole purpose to be accomplished in scaling a log is to ascertain the quantity of lumber it will produce, if more lumber is produced than the log scale calls for, the buyer should account to the seller for the difference. In overruling this contention the court said: "In the abstract, the proposition may be sound. But it would be impracticable for the purposes of everyday application, since no one buying or selling logs could well follow them into the lumber into which they are manufactured, in order to find out whether, by reason of the difference between log and board measure, he might be entitled to collect, or might be obligated to pay a balance. Practically speaking, therefore, the object in view in scaling logs is to ascertain their contents according to the log scale rule under which, either by law or agreement, the scaling is done; and when that object is accomplished, the matter is at an end unless there is fraud." (Louisiana Supreme Court, Usrey Lumber Company vs. Huie Lumber Company, 65 Southern Reporter 627.) In the same case it is decided that the measure of damages recoverable for failure to deliver logs contracted to be sold to be manufactured by the buyer into lumber for resale is the buyer's loss of profits.

### LIABILITY FOR DRIVER'S NEGLIGENCE

A lumber dealer who hired a team from a liveryman and the services of a driver, all for an agreed price per hour, the liveryman settling with the driver, is not liable for negligence of the driver while engaged in delivering lumber. (New York Supreme Court, Appellate Division; Hartell vs. T. H. Simonson & Son Co.; 148 New York Supplement 433.)

### NO IMPLIED WARRANTY OF SECOND-HAND MACHINERY

On a sale of second-hand machinery to be used in the manufacture of lumber there is no implied warranty on the part of the seller that it is fit for such use, although he agrees to load it f. o. b. cars in good condition. (Alabama Supreme Court, Johnson vs. Carden, 65 Southern Reporter 813.)

# Status of the Country's Business

In the August number of *American Industries*, published in New York, a synopsis is given of the replies of nearly three thousand manufacturers in the United States whose opinion had been requested on the subject of prospective business along manufacturing lines. The tone of the replies, and the information furnished, are not optimistic. The substance of the answers may be embodied in these conclusions:

Business is unsatisfactory.

Sales are below normal.

Collections are hard to make.

The outlook for the future is not encouraging.

There must be relief from too much law making.

The last item is declared by many to be the principal cause of the country's bad business condition. It is said that capital is afraid to venture upon uncertainties where the element of risk is so large, and the prospect of gain so dubious.

The most instructive portion of the article is the figures which represent the abridged opinion and the business prospects of 2,645 leading manufacturers in various lines. The reports upon which the following table is based are on file at the office of the National Association of Manufacturers, New York.

Table showing conditions of trade and future probabilities in certain industries, based on statements made by 2,645 manufacturers

PERCENTAGE OF REPLIES SHOWING

| INDUSTRY | Improvement in Sales Jan. 1 to June 30, 1914, compared with Jan. 1 to June 30, 1913. | | | | Improvement in Collections Jan. 1 to June 30, 1914, compared with Jan. 1 to June 30, 1913. | | | | Present Condition of Industry. | | | | Prospects of Industry for the Current Year. | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | None | Slight | Fair | Marked | None | Slight | Fair | Marked | Poor | Fair | Good | Excellent | Poor | Fair | Good | Excellent |
| | % | % | % | % | % | % | % | % | % | % | % | % | % | % | % | % |
| Agricultural Implements | 62 | 13 | 12 | 13 | 58 | 14 | 20 | 8 | 32 | 38 | 22 | 8 | 20 | 43 | 27 | 10 |
| Brewing and Distilling | | | | | | | | | | | | | | | | |
| (a) Malt Liquors | 58 | 19 | 17 | 6 | 68 | 12 | 16 | 4 | 21 | 47 | 18 | 14 | 27 | 38 | 22 | 13 |
| (b) Spirituous Liquors | 73 | 9 | 18 | 0 | 50 | 8 | 42 | 0 | 59 | 33 | 8 | 0 | 44 | 44 | 12 | 0 |
| Cement Clay and Products | | | | | | | | | | | | | | | | |
| (a) Builders' Material | 62 | 16 | 9 | 13 | 58 | 20 | 17 | 5 | 34 | 41 | 17 | 7 | 45 | 28 | 18 | 9 |
| (b) Cement | 80 | 13 | 7 | 0 | 90 | 5 | 5 | 0 | 41 | 59 | 0 | 0 | 47 | 37 | 16 | 0 |
| (c) Crockery and Pottery | 64 | 9 | 18 | 9 | 74 | 0 | 17 | 9 | 36 | 44 | 12 | 8 | 30 | 52 | 9 | 9 |
| (d) Paving Material, etc | 50 | 12 | 25 | 13 | 30 | 30 | 10 | 0 | 13 | 25 | 50 | 12 | 14 | 14 | 29 | 43 |
| Iron and Steel | | | | | | | | | | | | | | | | |
| (a) Bridge Construction | 56 | 28 | 11 | 5 | 65 | 12 | 23 | 0 | 27 | 55 | 18 | 0 | 48 | 40 | 12 | 0 |
| (b) Building Construction | 65 | 19 | 7 | 9 | 78 | 8 | 12 | 2 | 46 | 42 | 8 | 4 | 46 | 33 | 16 | 5 |
| (c) Pig Iron | 93 | 7 | 0 | 0 | 77 | 7 | 13 | 3 | 72 | 24 | 4 | 0 | 71 | 29 | 0 | 0 |
| (d) Railway | 83 | 17 | 0 | 0 | 79 | 8 | 13 | 0 | 69 | 10 | 4 | 17 | 74 | 26 | 0 | 0 |
| (e) Steel billets | 81 | 12 | 7 | 0 | 69 | 12 | 19 | 0 | 61 | 23 | 12 | 4 | 73 | 15 | 8 | 4 |
| (f) Unfinished Machinery | 76 | 10 | 10 | 4 | 78 | 13 | 7 | 2 | 59 | 28 | 9 | 4 | 56 | 36 | 4 | 4 |
| Leather and Manufactures | | | | | | | | | | | | | | | | |
| (a) Automobile and General Vehicle | 64 | 0 | 18 | 18 | 45 | 18 | 28 | 9 | 33 | 25 | 17 | 25 | 9 | 46 | 9 | 36 |
| (b) Belting | 89 | 0 | 11 | 0 | 80 | 0 | 20 | 0 | 45 | 33 | 22 | 0 | 45 | 45 | 10 | 0 |
| (c) Boots and Shoes | 46 | 15 | 22 | 17 | 66 | 11 | 23 | 0 | 16 | 57 | 16 | 11 | 14 | 63 | 23 | 0 |
| (d) Harness and Saddlery | 43 | 22 | 22 | 13 | 56 | 35 | 9 | 0 | 24 | 44 | 32 | 0 | 8 | 44 | 48 | 0 |
| (e) Leather, Raw and Tanned | 66 | 20 | 8 | 6 | 78 | 11 | 8 | 3 | 33 | 53 | 8 | 6 | 22 | 53 | 22 | 3 |
| Lumber and Manufactures | | | | | | | | | | | | | | | | |
| (a) Boxes, Barrels, etc | 76 | 12 | 12 | 0 | 69 | 10 | 21 | 0 | 43 | 37 | 16 | 4 | 36 | 48 | 16 | 0 |
| (b) Finished Furniture | 70 | 14 | 11 | 5 | 71 | 16 | 8 | 5 | 31 | 44 | 22 | 3 | 24 | 45 | 24 | 7 |
| (c) Lumber for Building | 63 | 20 | 10 | 7 | 67 | 16 | 14 | 3 | 36 | 41 | 18 | 5 | 32 | 42 | 20 | 6 |
| (d) Miscellaneous Uses | 62 | 15 | 12 | 11 | 70 | 13 | 13 | 4 | 32 | 45 | 16 | 7 | 32 | 42 | 20 | 6 |
| Machinery | | | | | | | | | | | | | | | | |
| (a) Boilers and Engines | 69 | 13 | 9 | 9 | 68 | 17 | 11 | 4 | 38 | 33 | 20 | 9 | 37 | 38 | 16 | 9 |
| (b) Electrical | 70 | 6 | 3 | 21 | 61 | 13 | 20 | 6 | 39 | 30 | 17 | 14 | 35 | 38 | 12 | 15 |
| (c) Iron Working | 80 | 11 | 5 | 4 | 87 | 6 | 6 | 1 | 54 | 36 | 7 | 3 | 55 | 32 | 9 | 4 |
| (d) Milling | 74 | 18 | 0 | 8 | 82 | 5 | 10 | 3 | 38 | 47 | 10 | 5 | 46 | 40 | 11 | 3 |
| (e) Mining, Excavating, etc | 79 | 13 | 8 | 0 | 61 | 13 | 26 | 0 | 54 | 33 | 13 | 0 | 52 | 35 | 9 | 4 |
| (f) Textile | 84 | 4 | 8 | 4 | 74 | 17 | 3 | 6 | 47 | 36 | 14 | 3 | 48 | 35 | 14 | 3 |
| (g) Woodworking | 92 | 0 | 8 | 0 | 80 | 0 | 20 | 0 | 47 | 37 | 16 | 0 | 47 | 47 | 6 | 0 |
| Metals (not iron or steel) | 78 | 5 | 12 | 5 | 68 | 11 | 18 | 3 | 39 | 47 | 11 | 3 | 39 | 45 | 11 | 5 |
| Musical Instruments | 65 | 2 | 23 | 10 | 57 | 18 | 15 | 10 | 30 | 45 | 15 | 10 | 20 | 40 | 25 | 15 |
| Vehicles | | | | | | | | | | | | | | | | |
| (a) Horse Drawn | 42 | 19 | 25 | 14 | 46 | 22 | 27 | 5 | 20 | 47 | 25 | 8 | 16 | 32 | 46 | 6 |
| (b) Motor | 28 | 15 | 10 | 47 | 45 | 30 | 5 | 20 | 18 | 45 | 14 | 23 | 4 | 50 | 23 | 23 |
| (c) Vehicle Parts | 63 | 11 | 15 | 11 | 52 | 17 | 27 | 4 | 19 | 54 | 19 | 8 | 17 | 48 | 26 | 9 |
| Miscellaneous | 74 | 8 | 13 | 5 | 82 | 3 | 10 | 5 | 25 | 44 | 21 | 10 | 25 | 45 | 22 | 8 |

# Searching for Discoveries

thorough investigations which are made the basis of business. It is explained that scientists in Germany are not influenced by salary alone to give their services to industry. The esteem and respect which attach to such a position, and more than these, the adequate arrangements for pensioning secretaries and other employes, and their families in case of death, have much to do with the willingness of men of culture and experience in Germany to place their services at the disposal of commercial and manufacturing organizations at salaries which would not attract men of equal attainments in America.

It is coming to be recognized in this country, but not to so great extent as in Germany, that industry is not sure unless it is built on scientific research. The old-time farmer had no education and wanted none beyond the ability to read and write. It is different now. Agricultural colleges are in every part of the country. A prominent railroad magnate was reported to have said, somewhat contemptuously a few years ago, that college graduates could be hired at one dollar a week and were dear at that. Such, however, is not the best judgment of the progressive men of the country. It is no longer generally believed that discoveries are accidental. It is at least admitted that a discovery in a certain field is not likely to be made by a man who is not working in that field. Most competent men now believe, with Tennyson, that "science moves but slowly, slowly creeping on from point to point." Nature's secrets are unlocked only with effort. If more speed is made now than formerly, it is because there are more and better workers, but it holds still that

"Not a truth has to art or science been given
But brows have ached for it and souls toiled and striven."

In this connection the Mellon Institute of Industrial Research at Pittsburgh is filling an important place. It was founded and endowed for that work. Its field is industrial development by the aid of scientific research. Industries of great wealth, like the Standard Oil Company, some of the steel, paper and mining companies, sugar mills, and packing organizations, maintain highly trained research men and finely equipped laboratories to work out special problems; but there are numerous corporations, companies and individuals working with natural or artificial resources which are in no less need of efficient investigators, yet hesitate to equip special laboratories and maintain full corps of technically trained men.

The founders of the Mellon Institute aimed to meet that need, and the school is doing it. The research laboratory and library are among the best in the world. A recent announcement by the directors of the school explains how manufacturers may avail themselves of the institute's equipment and resources at a small part of the cost of maintaining independent laboratories. Many manufacturers have already taken advantage of these facilities.

If a special problem is to be worked out for the benefit of a manufacturer, he enters into a contract with the institute that he will supply a sum of money. The institute uses this fund to employ research men to do the work in the school's laboratories and in purchasing special apparatus if needed. The discoveries, if any are made, belong to the corporation, company, or manufacturer supplying the funds; but after a specified term of years, according to the contract, the school will publish the discoveries for the benefit of the public. It is customary in many instances to provide bonuses, in addition to salary, for research men who make valuable discoveries. These bonuses run as high as $10,000. This is a constant stimulus to investigators to do their best work.

The scope of research now going on is wide. It shows the confidence of the manufacturer in the scientist. Among the investigations now under way, and in charge of high-class technical men, selected for their fitness for the work which each has in hand, are the following: Baking, for which $23,500 has been provided, and $20,000 in leather waste, $1,200 and ten per cent of the value of discoveries which may be made; utilization of fruit waste, $2,000 and $10,000 bonus; composition flooring, $3,000, and one per cent interest in sales for five years; crude petroleum, $30,000 and ten per cent bonus; natural gas, $14,000 and five per cent bonus on the value of discoveries; cement, $3,600 and $10,000 bonus; manufacture of foods, $10,000 and $10,000 bonus; desert plants, $1,800 and five per cent interest in the commercial results; aluminum, $10,000 and an equal sum as bonus; turbine engines, $1,800 and $3,000 bonus; various other investigations with similar cash sums to pay the research men, and provision for bonuses as additional recompense for those who make valuable discoveries.

The tendency of the times is thus shown: Manufacturers are developers of known resources, but the trained scientists are more and more depended upon to find and unlock hidden doors. Germany's enormous progress in material development has been due to the close association in that country between the captains of industry on the one hand and the chemist, bacteriologist, metallurgist, machinist, and electrician on the other.

This country has infinitely greater natural resources than Germany, and when full development has been attained —if there is such a thing as full development—its wealth will be so multiplied that the few [illegible] which may become exhausted will not be missed.

## New Phases of Shipping in the South

New Orleans appears to be wide-awake to the opportunities offered by the European war for her exporters to go after the Spanish-American trade, now that England and Germany have their hands tied. The most accessible points of attack are the countries bordering the Gulf of Mexico and the Caribbean. The United Fruit Company, which operates a number of modern liners between this port and Panama, touching at Central American ports, proposes to establish a service to Mexican ports on October 1. Three steamers will be assigned to the new service, and as the lumbermen have been looking forward to the restoration of peace in the Mexican republic they will now have ample facilities for making regular shipments to Tampico, Vera Cruz and Progreso.

Several weeks ago, prior to the declaration of war, the Hamburg-American line announced that it would establish a regular service between New Orleans and Caracas, Venezuela; Cartagena, Colombia; Santa Domingo; Port-au-Prince; and Kingston. There has long been complaint because of the lack of adequate freight service between New Orleans and the north coast of South America, and if the martial atmosphere abroad is sufficiently clarified by the third week in September, the Hamburg-American sailings will be inaugurated per schedule.

So far-reaching has been the [illegible] caused by the European war, especially involving the export business, that the talk of competition between the Pacific slope exporters and southern manufacturers of yellow pine and hardwoods has somewhat subsided. However, it is expected that fir, redwood and other Pacific coast woods will be shipped to the Atlantic ports, although the rate wall will be a barrier to their further progress so far as interior markets are concerned. Cypress men do not fear this competition at all.

Interest in this question has been augmented by the opening of the canal on August 15 to vessels drawing thirty feet of water. The Atlantic and Pacific Steamship Company, operated by W. R. Grace & Co., has built four new ships to send through the canal to the Pacific coast, touching at this port. New Orleans will also be the terminus of a line established by the same company to stations on the west coast of South America.

Nine new ships, ranging from 10,000 to 16,000-tonnage, are being built by the three Japanese lines that have announced their intention of coming through the canal, touching at New Orleans.

# The Government's Building Program

The recent publication of the annual report by the supervising architect of the Treasury Department serves to call attention to the fact that the government is a large builder, and necessarily a large purchaser of building material.

The Treasury Department is only one branch or part of the government, and does not have charge of all the building operations; yet its activities for the year 1913 give a good idea of what is going on in the several other departments and bureaus which have their headquarters in Washington.

The architect's report fills a book of 419 pages and deals with the work carried on by himself and associates during the past year. Its scope is necessarily broad in order to cover the many items to be considered.

### Yearly Expenditures

During the year under consideration the architect's office expended $22,000,000 for sites, construction of new buildings, repair of old, and in the care of buildings already completed. For example, the services of 4,000 janitors, engineers, and elevator men are required to keep the various buildings in condition for business.

The structures of different kinds in the country, under the Treasury Department, number over 800, and consist chiefly of customs houses, hospitals and postoffices, The aggregate cost of their construction exceeded $175,000,000.

The supervising architect has a force of 356 assistants in Washington, and in the field. In this instance the "field" includes every part of the world where the government has buildings or is likely to have any.

The architect's activities are apparent from the figures which follow, for the year 1913. Eighty-four buildings and eleven extensions were completed. The extensions in many cases were nearly equivalent to new structures. Sixty-three buildings and sixteen extensions were placed under contract, while at the close of the year 113 buildings and nineteen extensions were in course of construction. The future had still greater things in view, for 508 buildings had been authorized by law which had not yet been placed under contract. The whole number of buildings completed, under contract, or authorized by law, was 1,545 at the close of 1913, all under the direction of one supervising architect.

### Along Other Lines

The government's building operations follow many lines. All of its structures are not granite, marble, steele, and stucco. It builds large numbers of log cabins. It began their construction 135 years ago at Valley Forge in Pennsylvania, as shelters for Washington's ragged army during that memorable winter which historians and Fourth of July orators are accustomed to call "the darkest hour."

The government is erecting more log houses today that at any period in the past. The houses, cabins, and huts are among remote mountains, in valleys, on prairies, or buried in wildernesses. Most of them are occupied by guards and rangers of the Forest Service. Many of these cabins have doors and floors of lumber, roofs of shingles or shakes, and walls of logs cut from the primeval forest and made ready for use by a few blows from an ax. It may be supposed that the Forest Service has a monopoly of houses built of somewhat crude material and in out-of-the-way places; and it perhaps has a majority, but by no means a monopoly.

### Weather Bureau Stations

The Weather Bureau has its stations wherever freaks or fashions of nature are to be watched. The snow observers who travel on skiis in midwinter among the frozen ranges of the Sierra Nevadas and the Rocky Mountains must have their places of refuge among the wintery peaks. The experts who are studying evaporation on the Arizona mesas, or in the Sinks of the Humboldt, or by the Salton Sea, need shelter from the merciless heat of the desert, from the sandstorms, and the clouds of salt and alkili which swirl along the ground.

Above the clouds and below the level of the sea the government is providing houses for its workers. Some are little more than sheds, but they serve the purpose for which they were built. In some of these houses which are so crude that a Pennsylvania farmer would not use them for barns, some of the government's best work is being done. The botanist and meteorologist solve problems in the light of a four-pane window which could be worked out no better in the finest laboratories of the country.

### Army Posts

Army posts are established and shelters are provided for men and stores. Huts, houses and barracks are needed. These may be found on the frozen coasts of Alaska, in the tropic swamps of Panama, and among the volcanoes of Mindoro.

It is not necessary to run over the whole category of government building operations. Everybody knows that the schedule is long and well carried out. The important point for the lumberman and the dealer in forest products is that the government is a large user of wood. Another important point is, the government is not prejudiced against wood. No contractor is put to the trouble of educing elaborate arguments to convince the government officials that wood is a good thing. That fact is known, and has always been recognized in letting government contracts.

Some have criticized federal specifications for insisting on grades of lumber which are better than necessary. That is a good fault. Why not get the best that can be had? Those who make up specifications for the government are usually men who know the woods well, and it is natural that they should choose the best in their reach. At the same time, they are always willing to try out a new wood if it seems likely to be valuable. Recent navy specifications called for California laurel which has made good in other places.

The government is one of the best customers the lumberman has. Wherever a structure is being erected by Uncle Sam, it may be taken for granted that somebody is selling first-class lumber or other forest products.

## Government Co-operation Probable

Conflicting opinions are expressed at Washington regarding the steps that lumber companies may take to protect themselves in the face of the European situation. Previously the Department of Justice had discouraged any efforts toward combinations which tended to raise prices in foreign countries. Just whether it constitutes an offense to boost prices on the foreigner is a debated question. In the face of the present emergency there is likely to be a different view taken of such a matter than would be the case under ordinary circumstances.

Some believe that a pooling arrangement is possible wherein export lumber stored under specified conditions could be made the basis of loans. While such an operation would have to be conducted with a good wide margin, it would enable many mills to prevent heavy losses from enforced shut downs.

The question has been raised in Congress by Representatives Percy E. Quin and Byron P. Harrison, of the southern districts of Mississippi, as to the protective measures to which lumber is entitled. If cotton is to receive what amounts to direct aid from the government cannot this provision making warehouse certificates commercial paper, or at least negotiable documents, be made to apply to receipts covering lumber in storage? In southern Mississippi many sawmills have been forced to close owing to the war and the impossibility of securing vessels for transporting orders to countries to which shipping is open. Thousands of men have been thrown out of employment, railroad tonnage has fallen off decidedly, ports are congested and a general demoralization of the industry has taken place. It is a very vital question in the lumber producing regions of the country and more active steps are to be taken by congressmen within the next few days, it is understood.

# Production of Lumber in 1913

The preliminary report of the census out of the United States for the year ended by the government.

The figures are based upon reports of production which the Department of Agriculture obtains yearly from the sawmill industries. In 1913 31,098 mills reported a production of 35,387,000,000 feet, as against 29,648 mills in 1912 and 37,003,207,000 feet reported by 28,107 mills in 1911. Although about 8,000 fewer mills reported in 1913 than in 1912, most of those not reporting were of small capacity and the inclusion of their reports would not, it is said, materially increase the total.

The high-water mark in lumber production was set in 1909, when the cut exceeded 44,000,000,000 feet. In 1907 and 1910 the cut was slightly over 40,000,000,000 feet. No other years have come up to the record of the last two years.

The production of 1913 of nearly as much lumber as in 1912 is of special significance in view of the business conditions which have existed in the industry. During the first three months of the year the lumber trade was excellent, but in the second quarter the demand for lumber fell off noticeably. Further weakening in the demand during the summer led to a substantial curtailment of production in the yellow pine and Douglas fir regions. The fall demand did not improve. In general the year was one of over-production and slack business in the principal lumber manufacturing regions.

Notwithstanding curtailments in the production of yellow pine and Douglas fir, the reported cut of yellow pine was about seven-tenths of one per cent and of Douglas fir about seven and a half per cent greater in 1913 than in 1912. The cut of Douglas fir in 1913 was the largest ever reported, while the 1913 cut of yellow pine was second only to that of 1909. Had not enforced curtailment in the output of these two woods been necessary, the total lumber production of 1913 would undoubtedly have exceeded that of 1912. In fact, had not the cut of white pine, hemlock, spruce, oak, and maple declined in 1913, the increased cut of yellow pine, Douglas fir, cypress, and red gum in that year would have carried the total beyond that for 1912.

The increased cut of certain woods is reflected in the increased production of Washington, Oregon, and the lower Mississippi valley states, while the decreased cut of other woods is reflected in the decreased production of the Northern, Central, and Atlantic states. The reported production of 4,592,053,000 feet in Washington in 1913 was the largest ever recorded for that state or any other state. The largest production previously reported by one state was that of 4,311,240,000 feet in 1890, by Michigan.

Of the total reported production of lumber, softwoods contributed 30,302,549,000 feet, board measure, in 1913, as against 26,526,416,000 feet in 1912, and 28,902,388,000 feet in 1911.

The tables which follow show the number of mills and lumber production by states and the cut of various kinds of wood. The reports were secured and the data compiled by the Bureau of Crop Estimates of the Department of Agriculture in co-operation with the Forest Service. The table showing the quantity of each kind of lumber sawed by the different capacity classes of sawmills indicates that about 60 per cent of the total lumber production in 1913 was sawed by mills cutting 10,000,000 feet and over annually. Some of these mills cut but one kind of wood, such as yellow pine or Douglas fir, but others cut several kinds, as in the case of hemlock and hardwood mills in the Lake States. The table, therefore, should not be interpreted to indicate the existence of mills of any class sawing any one wood exclusively. Mills sawing 10,000,000 feet and over annually sawed in 1913, the only other year for which such figures are available, 19,126,123,000 feet, or 43 per cent of the total quantity of lumber cut in that year, while mills of the other classes produced somewhat larger proportions of the total lumber cut than in 1913.

LUMBER—NUMBER OF ACTIVE MILLS REPORTING AND QUANTITY OF LUMBER SAWED.

| State | Mills Reporting | | | Lumber Sawed—Quantity (M Feet B. M.) | | |
|---|---|---|---|---|---|---|
| | 1913 | 1912 | 1911 | 1913 | 1912 | 1911 |
| United States | 31,098 | 29,648 | 28,107 | 35,387,000 | 37,003,207 | 37,003,207 |
| Washington | 469 | 388 | 411 | 4,592,053 | 4,099,770 | 4,064,744 |
| Oregon | 408 | 440 | 386 | 3,191,260 | 3,526,241 | 3,566,845 |
| California | 378 | 362 | 365 | 1,941,284 | 2,041,415 | 2,044,448 |
| Idaho | 406 | 480 | 477 | 698,167 | 1,004,160 | 1,180,698 |
| Montana | 341 | 440 | 440 | 1,081,141 | 1,206,401 | 1,081,080 |
| North Carolina | 1,206 | 2,418 | 974 | 1,207,208 | 1,196,408 | 1,208,724 |
| Minnesota | 848 | 1,446 | 1,137 | 1,041,647 | 1,821,813 | 1,777,501 |
| Arkansas | 816 | 1,249 | 1,111 | 1,124,906 | 1,068,151 | 1,226,142 |
| Louisiana | 618 | 726 | 573 | 1,098,870 | 1,193,870 | 1,761,886 |
| Mississippi | 1,374 | 1,126 | 1,003 | 1,245,904 | 1,040,906 | 1,349,700 |
| Wisconsin | 678 | 961 | 994 | 1,249,539 | 1,318,732 | 1,387,786 |
| Michigan | 1,422 | 1,794 | 1,796 | 1,222,985 | 1,188,827 | 1,466,764 |
| Pennsylvania | 1,147 | 2,229 | 2,232 | 1,138,580 | 1,246,059 | 1,202,561 |
| Tennessee | 754 | 1,184 | 1,165 | 1,119,766 | 1,140,744 | 1,164,414 |
| Kentucky | 1,205 | 2,565 | 2,264 | 1,045,047 | 1,095,726 | 988,854 |
| Texas | 1,155 | 1,567 | 1,536 | 872,211 | 962,372 | 944,570 |
| Florida | 588 | 1,115 | 944 | 881,284 | 941,291 | 881,641 |
| Maine | 685 | 826 | 817 | 843,667 | 882,128 | 828,117 |
| Virginia | 1,159 | 1,721 | 1,636 | 781,547 | 992,180 | 1,018,906 |
| South Carolina | 197 | 750 | 511 | 742,184 | 816,640 | 783,872 |
| Alabama | 161 | 292 | 299 | 655,616 | 745,575 | 765,070 |
| West Virginia | 1,061 | 1,584 | 1,562 | 641,351 | 641,296 | 646,116 |
| New York | 1,917 | 1,817 | 1,529 | 457,720 | 502,561 | 526,286 |
| Missouri | 844 | 1,210 | 1,112 | 416,608 | 422,470 | 418,586 |
| Ohio | 826 | 1,156 | 1,009 | 414,043 | 499,834 | 427,161 |
| Washington | 109 | 118 | 126 | 357,974 | 372,174 | 328,416 |
| Indiana | 695 | 978 | 915 | 332,959 | 401,917 | 360,613 |
| Illinois | 593 | 841 | 795 | 260,124 | 278,499 | 288,859 |
| Massachusetts | 312 | 429 | 430 | 224,580 | 259,329 | 273,317 |
| Vermont | 465 | 507 | 498 | 194,647 | 205,986 | 249,254 |
| Maryland | 258 | 404 | 389 | 180,489 | 174,320 | 144,078 |
| Colorado | 113 | 200 | 174 | 140,284 | 168,806 | 142,860 |
| Delaware | 255 | 467 | 291 | 102,502 | 122,578 | 96,651 |
| Connecticut | 177 | 345 | 278 | 77,720 | 94,214 | 124,661 |
| Nevada | 14 | 12 | 12 | 77,393 | 76,287 | 73,139 |
| Oklahoma | 89 | 135 | 156 | 74,602 | 88,451 | 95,308 |
| New Mexico | 28 | 41 | 47 | 67,848 | 82,650 | 81,728 |
| New Jersey | 94 | 146 | 136 | 27,248 | 34,810 | 28,659 |
| Kansas | 102 | 157 | 166 | 24,876 | 26,166 | 30,784 |
| North Dakota | 10 | 28 | 28 | 19,103 | 20,986 | 13,046 |
| Delaware | 14 | 86 | 82 | 18,059 | 28,287 | 23,502 |
| Rhode Island | 15 | 22 | 20 | 14,984 | 14,421 | 9,016 |
| Wyoming | 57 | 56 | 55 | 12,940 | 13,560 | 33,360 |
| Utah | 39 | 59 | 62 | 5,405 | 9,055 | 10,578 |
| All other states | 9 | 12 | 9 | 19,461 | 22,525 | 11,786 |

Includes Kansas, Nebraska and Nevada.

LUMBER—QUANTITY OF LUMBER SAWED, BY KINDS OF WOOD, 1913, 1912 AND 1911.

| Kind of Wood | Quantity (M Feet B. M.) | | |
|---|---|---|---|
| | 1913 | 1912 | 1911 |
| Total | 35,387,000 | 37,003,207 | 37,003,207 |
| Yellow pine | 14,839,363 | 14,737,052 | 12,896,706 |
| Douglas fir | 5,556,036 | 5,175,123 | 5,054,243 |
| Oak | 3,211,752 | 3,318,952 | 3,008,444 |
| White pine | 2,568,036 | 3,138,327 | 3,250,584 |
| Hemlock | 2,319,982 | 2,426,554 | 2,555,308 |
| Western pine | 1,378,528 | 1,239,444 | 1,330,700 |
| Spruce | 1,047,247 | 997,227 | 981,527 |
| Cypress | 1,046,816 | 1,028,600 | 1,261,725 |
| Maple | 1,001,887 | 1,020,502 | 953,067 |
| Red gum | 775,144 | 694,260 | 582,967 |
| Tulip poplar | 620,176 | 623,289 | 650,475 |
| Basswood | 199,271 | 196,796 | 189,768 |
| Chestnut | 505,802 | 554,230 | 520,022 |
| Beech | 96,277 | 107,003 | 108,216 |
| Birch | 379,739 | 388,774 | 432,571 |
| Elm | 295,501 | 325,250 | 402,881 |
| Cottonwood | 276,134 | 270,000 | 274,925 |
| Gum | 295,102 | 296,747 | 304,621 |
| Redwood | 244,353 | 292,141 | 295,108 |
| Sycamore | 188,588 | 227,177 | 198,029 |
| Ash | 207,816 | 234,548 | 214,398 |
| Hickory | 162,998 | 178,757 | 240,217 |
| Sugar pine | 149,926 | 132,476 | 117,987 |
| Locust | 130,476 | 122,345 | 98,142 |
| Basswood, tu | 93,757 | 84,261 | 83,375 |
| White fir | 88,169 | 122,613 | 124,507 |
| Walnut | 40,565 | 43,082 | 38,292 |
| Willow | 30,000 | 30,000 | 1,500 |
| Lodgepole pine | 28,166 | 22,039 | 35,014 |
| All other kinds | 85,396 | 82,145 | 69,548 |

LUMBER—QUANTITY OF EACH KIND OF LUMBER SAWED, BY CAPACITY CLASSES OF SAWMILLS, 1913.*

| Kind of Wood | Annual Capacity—M Feet B. M. | | | | |
|---|---|---|---|---|---|
| | 10,000 and over | 5,000 to 10,000 | 1,000 to 5,000 | 500 to 1,000 | 50 to 500 |
| Total | 19,174,419 | 4,272,614 | 6,211,806 | 1,970,816 | 2,299,634 |
| Yellow pine | 9,256,536 | 1,732,716 | 2,657,104 | 676,368 | 516,639 |
| Douglas fir | 1,771,392 | 108,387 | 286,631 | 42,959 | 46,817 |

| | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|
| Oak | 557,414 | 486,152 | 901,544 | 189,517 | 752,333 | Basswood | 107,515 | 25,763 | 38,018 | 18,264 | 32,724 |
| White pine | 1,464,552 | 142,045 | 620,138 | 128,334 | 147,366 | Elm | 70,369 | 22,144 | 42,845 | 20,250 | 46,599 |
| Hemlock | 1,556,117 | 238,366 | 245,789 | 61,344 | 96,199 | Cottonwood | 88,289 | 56,459 | 38,282 | 7,298 | 17,245 |
| Western pine | 885,585 | 127,961 | 166,701 | 43,741 | 64,757 | Ash | 82,146 | 39,637 | 62,305 | 20,251 | 25,546 |
| Cypress | 861,700 | 108,429 | 101,491 | 14,225 | 8,208 | Hickory | 14,726 | 12,225 | 71,894 | 27,589 | 55,758 |
| Spruce | 643,752 | 121,301 | 155,323 | 48,993 | 41,954 | Sugar pine | 134,396 | 4,175 | 10,233 | 632 | 490 |
| Maple | 421,484 | 97,123 | 159,215 | 63,901 | 88,210 | Tupelo | 67,891 | 27,959 | 19,977 | 3,108 | 1,485 |
| Red gum | 277,991 | 195,956 | 295,954 | 47,480 | 54,295 | Balsam fir | 24,241 | 7,458 | 24,029 | 13,223 | 13,850 |
| Tulip poplar | 185,252 | 119,647 | 169,211 | 66,862 | 79,204 | White fir | 75,346 | 3,683 | 5,020 | 1,255 | 1,505 |
| Redwood | 476,527 | 26,485 | 4,250 | 1,550 | 1,459 | Walnut | 4,668 | 5,860 | 19,924 | 4,465 | 5,638 |
| Chestnut | 318,791 | 70,491 | 138,190 | 76,048 | 78,998 | Sycamore | 11,659 | 2,727 | 2,207 | 2,767 | 8,439 |
| Larch | 301,796 | 95,362 | 27,594 | 6,795 | 12,895 | Lodgepole pine | | | 12,926 | 1,049 | 6,761 |
| Birch | 166,876 | 47,514 | 80,035 | 25,990 | 29,755 | All other kinds | 36,870 | 15,238 | 18,467 | 3,312 | 8,106 |
| Beech | 91,141 | 27,878 | 52,874 | 49,309 | 74,029 | | | | | | |
| Cedar | 277,087 | 36,332 | 30,056 | 7,046 | 7,401 | | | | | | |

* Not including 157,000M feet sawed in New York.

# The Famous Rain Tree

A conspicuous feature of the tropical American landscape is the ever present saman or rain tree. To travelers in the northern part of South America saman is the most familiar name for this tree, and to the general reader it is known chiefly as the Peruvian rain tree. Botanists call it Pithecolobium saman. One of its chief characteristics is the extraordinarily large size of its crown, which often covers fully half an acre of ground. Another feature which distinguishes it from practically every one of its associates is that it has all its leaves on the small twigs at the extreme ends of the branches. All the leaves are thus exposed to the direct rays of the sun.

There is no other tree in tropical America about which there is so much curious information as the saman, and every one who visits the region of its growth alludes to it as one of the most wonderful trees. There is a story about this tree which is familiar to many. It is said that during the day the tree takes up a great deal of water from the earth by means of the roots and that during the night the water is given off profusely through the leaves in the form of rain. Some of the numerous stories which have been written and published in newspapers about this tree state that travelers in tropical America never pitch their tents under it on account of the profuse dripping of water transpired by the leaves during the night.

A number of credulous people who have read such exaggerated statements about its water-transpiring qualities have conceived the idea that the rain tree would be the proper kind to plant in the arid Southwest where droughts are so common. It is true that the rain tree grows in semi-arid condition in Colombia and Peru, but this does not argue that it would grow in New Mexico and Arizona and that it would supply moisture enough to grow crops in the vicinity of such plantations.

The truth of the matter is that the saman does not transpire any more water than other trees with similar leaf surfaces. It is difficult to say how this legend ever originated. The forest officer of Trinidad, British West Indies, ventured the conjecture that it may have arisen from the fact that the crown is open and the sun always shines through it to the ground, so that grass and some farm crops will grow underneath a saman almost as freely as in the open. This is a fact which does not obtain in the case of other tropical trees.

Aside from this legend, the tree is an intensely interesting one from an ornamental point of view. The photograph accompanying these notes shows a fine example of many large saman trees which form landmarks in tropical America. The one here illustrated is standing near the Victoria Institute Building, Port-of-Spain, Trinidad, and is pointed out to many thousands of visitors every year.

SOUTH AMERICAN RAIN TREE

# Weakening Effect of Drying Timber

ment is correct only within limits. A stick of timber may actually

The total effect of carefully drying small blocks or pieces of wood is to make them stiffer and stronger. The action on the wood substance is much the same as the loss of water from a piece of rawhide or of paper. A small block of thoroughly dry clear spruce wood two inches square will sustain a permanent load four times as great as a green block of the same size will support. This is an extreme example, but in the case of any wood in small sizes the effect of the drying is to double or triple the endwise crushing strength and the stress at elastic limit in bending. The modulus of elasticity or measure of stiffness is only about one and one-half times as great after complete drying. These ratios apply only to wood in a very dry condition. For air-dried wood the ratios are considerably lower, particularly in the case of ultimate strength and elastic limit.

In spite of the fact that drying can thus be shown to have a strengthening effect, it is nevertheless true that it also has a weakening effect at the same time. In small pieces the weakening effect is considerably less than the strengthening, so that the algebraic sum of the two gives a positive result—an increase in strength of the piece as a whole. In a large timber a negative result may be obtained—the piece as a whole may be weakened.

But how is it possible for the same drying action to strengthen and weaken at the same time? To understand this it is necessary to remember that wood is a structure, as much so as a bridge or any other frame structure. The strength of any structure is dependent not only on the strength of the material composing it but also upon the manner in which it is fastened together. Imagine an intricate structure built out of soft metal and that it is proposed to strengthen it by tempering. The whole is heated and suddenly cooled. The metal is now harder than it was before, it may be several times as stiff and as strong, and yet the whole structure may have been wrecked by the treatment. Drying increases the stiffness and strength of wood substance but at the same time it tends to pull apart and break down the structure upon which the strength and stiffness of the stick as a whole depends.

If a piece of wood is stronger after drying than before, how do we know that it has been weakened any by the process? This is proved by the fact that when a wood is dried and then soaked it is invariably weaker than it was before drying at all. Soaking green or fresh wood in cold water has no effect on the strength even though the soaking be prolonged. Steaming produces similar results. Experiments by the United States Forest Service showed that the subsequent immersion in water of samples that had been steamed showed them weaker than unsteamed wood similarly dried and resoaked.

When wood dries it shrinks. By the very nature of the structure of wood this shrinkage cannot be uniform throughout the different parts. Cells with thick walls shrink more than those with thin. Shrinkage is very slight endwise, and about twice as much tangentially as radially. The cells were formed under conditions where there was abundance of water—the walls were completely saturated until the tree was cut and drying began. With loss of water from the walls they began to get thinner and this caused the cells to try to pull away from their neighbors. If they succeed checks and cracks are formed, some large and conspicuous, but most of them so small that they cannot be readily seen. Every one of these little fissures is an element of weakness, and it is due to this breaking of the continuity of the wood substance that the structure as a whole is weakened. The extent of the weakening depends upon the seriousness of the checking and cracking.

It is evident that if drying does not take place uniformly throughout an entire piece of timber, the shrinkage as a whole cannot be uniform. The process of drying is from the outside inward, and if

current of water from the inside the shrinkage, so far as the degree of moisture affected it would be uniform. In the best type of dry kilns this condition is approximated by heating the wood thoroughly in a moist atmosphere before allowing drying to begin.

In air-seasoning and ordinary kiln-drying this condition is too often not attained, and the result is that a dry shell is formed which encloses a moist interior. Subsequent drying out of the outer portion is rendered more difficult by this case-hardened condition. As the outer dries it is prevented from shrinking by the wet interior, which is still at its greatest volume. This outer portion must either check open or the fibers become strained in tension. If this outer shell dries while the fibers are thus strained they become set in this condition, and are no longer in tension. Later when the inner part dries it tends to shrink away from the hardened outer shell, so that the inner fibers are now strained in tension and the outer in compression. If the stress exceeds the cohesion numerous cracks open up, producing a honey-combed condition or hollow-horning as it is sometimes called. If such a case-hardened stick be resawed the two halves will cup from the internal tension and external compression, with the concave surfaces inward.

The weakening effect of such cracks and splits is especially noticeable in large air-seasoned beams, where failure is often by horizontal shear. This tendency to shear, that is for the upper half of the beam to slide on the lower part, is always present, but usually is not serious in green beams or in small clear specimens, unless the ratio of the height of the beam to the span is quite large. Since checks are so much more likely to occur in large than in small timbers because of the difficulty of drying them as uniformly and as well, it is common to have the season checks reduce the actual area, reducing the shearing action considerably below the calculated area used in the formula for horizontal shear. The effect of a failure in horizontal shear is to divide a beam into two or more beams, the combined strength of which is much less than that of the original beam. Consequently with large timbers in commercial use it is unsafe to count upon any greater strength after seasoning than that of the green condition.

There is another factor that enters into the drying effect. The fact that a piece of wood grows smaller as it dries modifies to some extent the figures given in tables for increase in strength when these are applied to the same stick. Figures showing such increase are calculated in terms of pounds per square inch of actual area, and do not apply directly to the selfsame block of wood; for if the area of the end of the block is one square inch when green this area will be less than a square inch when the block is dry. Ratios of increase in strength given in tables must therefore be multiplied by a shrinkage factor if applied to the selfsame stick of wood. The shrinkage factor for compression strength is simply the ratio of the area of the dry block to its original area when green. With beams the change in the resisting moments produced by the change in dimensions must also be taken into consideration. The loss in strength due to reduced dimensions of a stick varies from eight to thirteen per cent when drying from a moist condition to kiln-dry.

In the foregoing discussion of the effect of drying it must be understood that it is actual loss of water from the cell walls that is referred to. In drying wood no increase in strength results until the free water is evaporated and the cell walls begin to dry. This general statement has some apparent exceptions. Tiemann says that the wood of blue gum *(Eucalyptus globulus)* begins to shrink immediately from the green condition, even at seventy to ninety per cent moisture content, instead of from thirty to twenty-five per cent, as in other species of hardwoods. Certain kinds of oak may behave in somewhat the same way.

It is important that the lumber producer and the lumber user realize that proper seasoning of lumber means more than merely getting out the water. Drying both strengthens and weakens. The final result depends on the care taken in the drying process.—R.

# The Mail Bag

**Any reader of HARDWOOD RECORD desiring to communicate with any of the inquirers listed in this section can have the addresses on written request to the Mail Bag Department, HARDWOOD RECORD, 537 South Dearborn Street, Chicago, and referring to the number at the head of each letter and enclosing a self-addressed stamped envelope.**

### B 765—Wants Source of Supply for Coubaril

Montreal, July 27.—Editor HARDWOOD RECORD: We are in the market for a quantity of coubaril, which is a species of gum of a light color, somewhat similar to mahogany in hardness. Can you let us know where we can get this among your advertisers? We have written several hardwood dealers but up to the present time have not been able to locate it.

———— COMPANY, Ltd.

HARDWOOD RECORD has endeavored to locate a source of supply for this inquirer but, owing to lack of definite understanding as to the identity of the wood in question, there being various names of various species, is not sure that the stock has as yet been located.

Coubaril is a West Indian locust noted for its colossal size and remarkable longevity. It belongs to the same family as our common black locust. It occurs in Mexico, Central America, Jamaica, Trinidad and Porto Rico. It bears various names in its different regions of growth.

The wood is heavy, hard, strong, tough and elastic, has a close, even grain, and is noted for its beauty and susceptibility of high polish. It works well, does not split and warp in seasoning, and is very durable above the ground. The heartwood is reddish-brown with light and dark streaks, often varying to a dark mahogany color, and when properly filled and finished makes a beautiful finish closely resembling true mahogany.—EDITOR.

### B 766—Wants Information as to Protection of Hickory and Oak from Deterioration

Quincy, Ill., August 14. Editor HARDWOOD RECORD: We are large buyers and users of hardwood lumber—namely, oak, hickory and pecan—and are taking the liberty of writing you for information in regard to preserving and keeping the above woods free from insects. Trust you can answer the following questions:

1. Can these woods be protected from worms and other insects which are injurious while stock is being air seasoned?

2. Can deterioration due to splits, season check, and decay be prevented while the stock is being air seasoned?

We are losing a large per cent of our wagon stock, which consists of the woods named above, and if you have any literature or information which would be helpful to us as a preventive, we would be pleased to receive same. If you are not in a position to supply us with this information, could you arrange to refer us to someone from whom this information could be obtained?

————

HARDWOOD RECORD has referred this correspondent to the Forest Products Laboratory at Madison. HARDWOOD RECORD has a considerable amount of information on these subjects but believes that each individual case is worthy of individual study and experiments for which purpose the laboratory was created and is very well adapted.—EDITOR.

### B 767—In the Market for Second Growth Ash and Hard Maple

Grenloch, N. J., August 5.—Editor HARDWOOD RECORD: We are in the market for a quantity of good, tough, second growth 10/4 ash but have not been able to find source of supply. If you can put us in touch with concerns manufacturing this stock, we will greatly appreciate it.

We are also looking for source of supply for 12/4 bard maple to be cut in 9 and 10 foot lengths. Have taken the matter up with a number of your advertisers but thus far have failed to strike the right source.

————

The writer of the above letter has been given names of concerns who are probably in position to supply the stock desired. Others should write HARDWOOD RECORD.—EDITOR.

### B 768—Wants Carload of Cherry

Milwaukee, Wis., August 10.—Editor HARDWOOD RECORD: We have an inquiry for a carload of cherry and would like to have a list of the best people to inquire of for this stock.

————

The name of the writer of this letter will be given to any inquirer.—EDITOR.

### B 769—Can Supply Oregon Myrtle in Carload Lots

Portland, Ore., August 10.—Editor HARDWOOD RECORD: I am in a position to furnish to the manufacturing trade Oregon myrtle in carload lots but cannot find a market. Myrtle is a fine finishing wood and takes a position with mahogany and similar woods but owing to its scarcity has never become a factor in the market. I have control of a considerable amount of this timber and can put about 500,000 feet out each season. Am writing you for advice as to the best means of handling this proposition. Can ship by water or rail and on receipt of definite quotation can start the mill at once, provided I can see a profit for myself.

HARDWOOD RECORD has advised the above inquirer that it believes the best means of getting in touch with buyers of myrtle would be to advertise to them directly. Anyone interested in the definite source of supply of this highly desirable wood may take the matter up with this office.—EDITOR.

### B 770—Wants Market for Sawdust

Aurora, Ind., August 05, 1914. Editor HARDWOOD RECORD: Could you give us any idea where to look for a market for baled shavings from a woodworking plant? They would be all from hardwood—oak and hickory, mostly hickory. We understand there are baling presses made to do this kind of work. If there is any demand for this kind of material, would grind up the small pieces rather than burn them under the boilers. Any information you can give us along the above lines will be thankfully received.

————

Anyone desiring the address of the above correspondent may have same by writing this office.—EDITOR.

# Clubs and Associations

### Program for Northern Loggers' Meeting

The published program of the meeting of logging superintendents employed by members of the Northern Hemlock and Hardwood Manufacturers' Association, which will take place at Green Bay on August 29, shows that there will be many interesting subjects discussed. Among these are cost of feeding men, kinds of food and its preparation, camp washings, camp sanitation, camp literature, camp economies, feeding and care of horses, skidding machinery, logging equipment, camp cars, accident prevention, and kinds of men to hire.

### Prospects for Good Attendance at Conservation Congress

A large attendance of hardwood men is expected at the annual convention of the National Conservation Congress, to be held in New Orleans, November 10-13. This important convention was secured for New Orleans through the influence of R. H. Dewman, Henry Hardtner, Capt. J. B. White and other influential lumbermen, the invitation of this city being extended at the Washington convention last year by M. L. Alexander, president of the Louisiana Conservation Commission. It will be the first time that this Congress has convened in the South, and it is hoped that there will be an unusually large attendance, including such notable conservationists as Colonel Roosevelt and Gifford Pinchot. There were over 1,400 delegates at the convention last year.

While the convention program has not been announced as yet, the subject of re-forestation will undoubtedly receive special consideration. Louisiana is the second state of the Union in the extent of its standing timber. Between the Mississippi and the Red rivers in this state there are the largest compact bodies of hardwood in the country.

There are 33,000,000,000 feet of hardwoods in Louisiana, according to the most reliable estimates, and at the present rate of cut it is figured that they will be exhausted in thirty-five years. The solution of such a disaster must evidently be found in the encouragement of succeeding growths and the better utilization of commercial stands of timber.

Unregulated methods of lumbering are the cause of much loss. The waste from trees that are cut and only partly utilized—the careless felling of timber in growths of mixed ages, causing the destruction of a great number of young trees—not only prevent the timber operators from deriving the greatest revenue from merchantable timber cut, but interfere greatly with the future life of the forest. Moreover, in cutting desirable timber, few of the lumber companies allow any of the trees to remain for seed purposes. A few seed trees to every acre would be ample provision and would not seriously affect the total cut.

All these phases of the lumber industry will receive attention at this year's convention of the conservationists.

### Philadelphians' Monthly Contest

By invitation of J. W. Turnbull, F. X. Diebold and John Slonaker, who are members of the Whitemarsh Country Club, the Philadelphia Lumbermen's Golf Club played its regular monthly game on the Whitemarsh links, on August 12. It was an ideal day for outdoor sport, and thirty-five golfers, divided up into one two-some, seven four-somes and one five-some, entered with spirit into the game. The first prize, a set of gold cuff links, was awarded to F. X. Diebold, net score, 71; Ben C. Currie, score 77, won second prize, a fine putter, and to William P. Shearer, with score 78, fell the third prize, three golf balls.

At 7:30 p. m., twenty-three members and guests sat down to a

[illegible] H. Hollowell, who in truth, although repeatedly called on at the time, [illegible] the others who heard it.

[illegible] H. McFarland, Jr., would play and beat Mr. Henson and Maurice C. Burton, in a match to be played at Huntingdon Valley Country Club [illegible] after which they would be entertained at a luncheon at the expense of the losers. At sharp 10 a. m., on the day appointed, the four contestants [illegible] ...ector, and later by William H. Fritz, president of the Lumbermen's Exchange, and William T. Betts, of Charles M. Betts, started from number one tee. The challengers' side gained one at each of the first two holes; the opponent one at the third; the fourth resulted in halves; the fifth, sixth and seventh favorable to the Henson side, and so the game continued, nip and tuck, up to the eighteenth hole, when the players were tied with seven each, in consequence of which a new start was made at number one tee in a try for winner. Result was a four for Henson as the deciding hole. Although the contestants are regarded as above the average players, it seemed at times that every swear provoking hazard on the links had to be reckoned with, but the scorer vouches for them that only the most select Salvation Army expletives escaped their lips between the drives and puts. A select luncheon, at which there was much good-natured bantering and challenging for a return match, wound up one of the most enjoyable sporting events of the

The September game of the Philadelphia Lumbermen's Golf Club will be played on the links of the Huntingdon Valley Golf Club.

# With the Trade

### A. M. Todd Dies Suddenly

[illegible] M. Todd, who was a traveling representative of the Clarke [illegible] Hardwood Lumber Company of St. Louis, died very suddenly [illegible] of heart [illegible] on Saturday, August 15, at his home 1709 E. Fifty-sixth street, Chicago. He had been spending the summer at Lake Harbor, Mich., with his family, but returned to Chicago for a few days on a business matter and was staying in his apartment at the above address. [illegible] ...once, and when this gentleman reached there some two hours later he found Mr. Todd dead in bed. He leaves a wife and one daughter, Leora, thirteen years of age.

Mr. Todd was very well known in the lumber consuming trade through the eastern and central states and Canada.

Mr. Todd served the Luehrmann company for twelve years, during which time he earned an enviable reputation for his consistent and persistent work, his upright, honorable character, and his generally attractive qualities. He started his career in the lumber business in New York [illegible]

### J. M. Clifford Starts New Yard in Detroit

J. M. Clifford, former secretary-treasurer and manager of J. M. Clifford & Co., whose hardwood yard at Detroit is easily the largest yard in Michigan, has severed his active connection with the company and will establish an independent hardwood yard in Detroit. The yard here of J. M. Clifford & Co. is controlled by the Mowbray & Robinson Company of Cincinnati. Mr. Clifford, however, has stock in the company and will retain it.

F. H. Wade, who for several years has been connected with the Mowbray & Robinson Company, has been transferred from the company's yard at Indianapolis to succeed Mr. Clifford at Detroit.

### Ready-Made House Company Expands

[illegible] of ready-cut houses, the advertising of which has made Bay City fourth in the list of most advertised Michigan cities, has offered to build at Essexville, Mich., a manufacturing plant bigger than any in the Saginaw valley if the village of Essexville will change its name to Alladin City to conform to the company's product.

W. D. Young & Co. of Bay City, eight months ago contracted to produce the product of the North American company, but the business has grown beyond all expectation and despite additions to its plant the Young company cannot handle the business. Essexville is a village adjoining Bay City, is connected by electric trolley with Bay City and the location of the new plant would benefit both city and village. Essexville [illegible] ...special election to vote on the change of name.

### Richard P. Baer Returns from Europe

One of the last members of the hardwood trade traveling abroad when the war cloud settled over Europe who got away before it actually broke was Richard P. Baer, senior member of Richard P. Baer & Co., Maryland Casualty building, Baltimore. Mr. Baer managed to secure passage on the steamship Kroonland of the Red Star Line, and reached New York on August 11, getting home on the evening of the same day. Mr. Baer, who was accompanied by his wife, had been to England, Scotland, Holland, Belgium and Germany, everywhere getting in touch with members of the trade, and he was on the point of taking the steamer Imperator of the Hamburg-American Line when the storm broke, and the sailing of that vessel was cancelled. Mr. Baer then hurried over to Antwerp, and thence to Dover. Through the good offices of one of his firm's connections at Antwerp he was fortunate enough to secure berths on the Kroonland, boarding the vessel at Dover. Mr. Baer states that the business men with whom he came in contact were opposed to war and did all they could to avert the conflict. The relations between the lumbermen of the United Kingdom and the Continent, he said, were very close and cordial. By way of illustration he mentions one instance of an English firm placing to the credit of a German correspondent not less than 8,000 pounds, to be drawn against for lumber furnished. The lumbermen everywhere were working in harmony, and the war came to them as a great calamity, which they were powerless to ward off. He was received at all cities visited with warmheartedness and hospitality, and his stay proved exceedingly pleasant. He states that he had been quite successful, taking a fair number of orders, and looked for a marked improvement in the foreign business. This outlook, of course, has been obliterated by the great struggle, and for the present nothing can be done.

Mr. Baer was strongly impressed with the magnitude of the lumber business on the other side, and especially with the wide information on the subject possessed by the foreign buyers and brokers. This is due to the fact that one yard there handles all kinds of woods, from the commonest to the costliest, and from all parts of the world. Thus, there can be found in a single assortment walnut, yellow pine, oak, teakwood, sandalwood, and every other kind of wood commercially dealt in, and the men engaged in the trade acquire an extensive and detailed knowledge of the character and use of the various woods. An American may know his own branch very thoroughly, but outside of that he is hardly more than a layman. Not so the foreign dealer, who possesses at least a working knowledge of the whole list of mercantile woods. This strikes the American as very surprising, but is easily appreciated on reflection.

### To Raise Deadheads from Carp River

The Carp River Boom Company has put a crew of men to work clearing the outlet of Carp river, Mackinac county, Michigan, of its deadheads. This was necessary as with the bottom of the river crowded with sunken logs it would have been impossible to drive logs down the river to the bay. It has been estimated that there were between 50,000 and 100,000 hardwood deadheads anchored at the mouth of the river alone.

Part of these logs are being decked on the banks of the stream and others will be towed to Cheboygan. Next year there will be 500 feet of cribbing at the mouth of the river.

### Furniture Company Reorganized

The interests of the P. J. Klingman estate in the Klingman Sample Furniture Company of Grand Rapids, Mich., have been purchased by D. R. Waters and the company has been reorganized. The officers are: President, M. T. Vanden Bosch; vice-president, G. E. McVoy; secretary, H. H. Meyer; treasurer, B. J. [illegible] ...is capitalized at $150,000.

### A Substantial Timber Sale

H. H. Wefel Jr. & Co., Mobile, Ala., announces the sale of a considerable tract of hardwood timber to J. H. Overstreet and Jefferson Griffis, Beaumont, Miss. The property consists of 3,000 acres of virgin hardwood timberland located on the Leaf river between Morrill and Leaf and situated in Green and George counties, Mississippi. The property is intersected by the New Orleans, Mobile & Chicago railroad.

The purchasers own a veneer and sawmill plant at Beaumont, at which point the timber will be manufactured.

### Details Regarding Famous Timber Auction

As before noted in HARDWOOD RECORD, the sale of the remains of the famous Ward Estate in Michigan took place at the court house in Bay City on August 5. Among those present were some of the biggest lumbermen in the state, together with representatives of the Ward heirs and several attorneys interested in the disposition of the property. The auction was made by order of the Bay county circuit court, for the purpose of partitioning the estate among the numerous heirs of the late James Ward.

The timberlands in Antrim county were the first offered, these being divided into parcels designed by letters from A to K. Parcel G was first offered and various other parcels back to A were then sold in reverse order.

The bidding was spirited from the start, the first bid on Parcel G being made by J. T. Wiley, whose bid was $50,000. W. C. Ward of Detroit, one of the heirs, immediately jumped the offer to $75,000, and

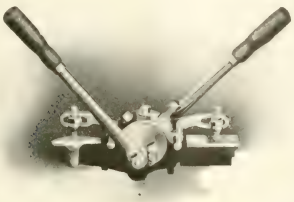
after several bids by Mr. Wiley, the parcel was finally sold to Mr. Ward for $95,000. Parcel F was sold under the same circumstances, various bidders being Henry Stevens, Mr. Wiley, F. B. Ward, R. Hanson, and others. The first bid was $50,000, and the property was finally sold to F. B. Ward for $95,000. Parcel E went to W. P. Porter of the East Jordan Lumber Company for $88,000. W. C. Ward secured parcel D for $95,000, this bid having been raised from $60,000. Mr. Porter secured parcel C for $36,000, the original bid having been $15,000.

Parcel B was bid in at $100,000 by W. C. Ward immediately upon its being offered. No other bids being made on this parcel, Mr. Ward secured its purchase. Parcel A was sold to Mr. Wiley for $39,000.

According to several lumbermen who were present, there were really no bargains in the sale.

### A New Swage

The Peter Gerlach Company of Cleveland, O., is the designer and manufacturer of a new tool designed for use in small and medium as well as large saw, planing, stave, box-board, and other woodworking mills and factories. It is used for the swaging of all saws used for cutting with the grain. Its utility is for bandsaws 3" to 20" wide, circular saws 12" to 76" in diameter, gang saws of all sizes, timber saws 12" to 56" in diameter, all varying in gauge from .7" to .21"



ILLUSTRATING NEW AND REMARKABLY VERSATILE SWAGE MANUFACTURED BY THE PETER GERLACH COMPANY

English standard gauge and which are intended to cut with the grain of wood of any space of teeth from 1½" to 6" from point to point.

According to the makers of this saw it is a pretty well demonstrated fact that an angle of forty-five degrees at the cutting points gives to saw teeth the best opportunity for accurate work in all kinds of American woods, whether frozen, green or dry. With the simplex swage this exact set can be accomplished as well as other angles varying from thirty five to fifty degrees if required.

The universal feature with which this simplex swage is equipped should particularly commend it to the average millman as well as to the owner of the large mill who may still be using the jump or set swage bar or swing set. Simplex swages are mechanically perfect, strong and true and every part is made of the finest quality of steel. All wearing parts such as roller dies, anvils, screws, nuts, washers and their seats are hardened and tempered. Every part is standardized and is made interchangeable.

The simple adjusting features make it possible for any filer of ordinary intelligence to easily regulate the machine. On the other hand, the swage is safe-guarded against the annoyance of smashing of roller dies and anvils by limiting the throw of swaging lever.

The swage has been thoroughly tested for a year upon all saws for which it is being recommended. It has been passed by some of the most experienced filers and has met every requirement. Further information can be secured by addressing the Peter Gerlach Company, Cleveland, O.

### A Record in Log Loading

The Clyde Iron Works of Duluth announces what is probably a new record for log loading, one of its stiff-boomed McGiffert loaders being used. The record was accomplished by Loaderman A. B. Cochran, working for the Gulf Lumber Company at Fullerton, La. The feat accomplished was loading 460,000 feet contained in 910 logs, or seventy cars in a nine-hour day. This is an equivalent of five logs every three minutes through the day, or 852 feet a minute.

### Harry Raymond Starts for Himself

Harry Raymond, recently of the Evansville Veneer Company of Evansville, Ind., announces that he has severed his connection with that concern and is building a warehouse at High Point, N. C., on the switch of the High Point Manufacturing Company. Mr. Raymond announces he will install a jointing and taping department and will dimension-joint and tape Circassian, mahogany and both sliced and sawed quartered oak.

Mr. Raymond will represent in the southern territory Lewis Thompson & Co. of Philadelphia; Nickey Bros. & Bass of Memphis, and the Knoxville Veneer Company of Knoxville. He will carry for Lewis Thompson & Co. a complete line of mahogany lumber and veneers; also Circassian walnut. Of the Nickey Bros. & Bass stock he will carry sliced and sawed quartered oak, quartered gum and all plain-sawed woods. He will carry in the stock of the Knoxville Veneer Company rotary poplar, oak and walnut, sliced quartered oak, and all native woods. The warehouse will be opened about September 1.

### Anniversary of Famous Log Jam

The fifty-first anniversary of the famous Grand River log jam from which dates the lumbering history of Grand Rapids, Grand Haven and surrounding territory, has passed and there remain many oldtimers who witnessed the mighty jam.

The western section of Michigan was at its height as a great lumbering center. For days and days the logs came rushing down Grand river only to pile up a little above Grand Rapids. Most of them were going to mills at Grand Haven. The river for miles above Grand Rapids became a mass of mighty timbers, some standing on end, others piled criss-cross, and the whole giving the appearance of a mammoth box of toothpicks jumbled together.

When the break finally came more than 100,000,000 feet of logs started, many of them end over end, down the river, carrying away three bridges as they went. The log jam in reality marked the turning point in the lumbering industry in the Grand river valley for the speed with which outlying forests were denuded shortly afterward made impossible another such jam.

### Reviving Inland Navigation

Illustrating this story is a picture of a barge operating on the Mississippi river near the mills of D. K. Jeffris & Co., Jeffris, La. The barge is loaded with about 350,000 feet of oak and gum lumber destined for St. Louis and Alton, Ill., and it also contains about twenty carloads of sugar, rice and coffee for points on the Mississippi river as far up as St. Paul.

The barge was designed by John H. Bernhard, a young Hollander who comes from a ship-building family in Holland. It was originally designed for use between New Orleans and coal mines in the vicinity of Tuscaloosa, Ala., via the Warrior river.

It is proposed to put a regular line of these barges on between New Orleans and St. Louis as fast as they become available. They are economical of operation, requiring but two or three dollars per day of refuse coke for fuel, and will carry 1,000 tons at the rate of about four miles

NEW TYPE OF MISSISSIPPI RIVER BARGE WHICH PROMISES WELL FOR LUMBER HAULING

per hour up the Mississippi river. A crew of seven men is sufficient to operate the barge twenty-four hours a day. The engines are what are called gas producer engines and are built by the Fairbanks-Morse Company.

### Arkansas Drainage Project Will Help Lumbermen

A big drainage project has recently been launched in Arkansas for the purpose of draining some 250,000 acres of very valuable land in the northeastern part of the state. The district includes Mississippi, Poinsett, Craighead and Grenn counties, in which lie for the most part the famous Arkansas Sunk Lands of the Saint Francis river valley. These lands are, generally speaking, covered by very valuable timber, though in some parts the timber has been removed, the land cleared and converted into very fertile farms. By drainage practically all of the land in that section can be used with great advantage for agricultural purposes, and health conditions improved.

The cost of the project is placed at $1,500,000, but this is small when it is considered that the improvements proposed should benefit the lands to an extent equalling at least five times the cost of making the improvements.

A considerable part of these lands are now owned by lumber manufacturers, the Chicago Mill and Lumber Company being one of the chief owners. The head of the district will be what is locally known as Big Lake, into which the drainage water from the Keystone drainage district of southern Missouri empties, and has made imperative the draining of the Arkansas lands.

# Pertinent Information

### A Dubious Omen

### English View of Lumber Situation

Ships arriving out at the end of last month have been placed in a very awkward position; some, we understand, began to load, but on the out-

the present, no news having reached the owners as to their movements.

Another offers this comment:

Russia is quite closed as a timber-exporting country—in fact, any communication with St. Petersburg, Riga, and the White Sea ports is im-

are closed places for the export of timber. The great number of timber-laden ships now being held up in the various Baltic and White Sea ports will undoubtedly cause a great shortage a little later on. This shortage will not be noticed immediately, but by the end of September stocks at the docks will probably show a great shrinkage, in spite of the fact that consumption will also be going down.

### An Efficient Machine

The Couple-Gear Freight-Wheel Company of Grand Rapids, Mich., recently began shipping its newly-designed tractors which are constructed for use in sawmill yards for handling lumber from the mill to the piles on the trams. The photograph accompanying this story shows the tram tractor rounding a right-angle corner with three loads of lumber.

This machine will enable sawmill operators to handle their green stock to the piles very economically.

The couple gear transmission consists of an electric motor in each wheel, the motor armature having a pinion on either end, one pinion pulling up one side of the wheel, the other pulling down the opposite side and both working at the periphery. The driving wheel pivotedly connected to the frame and under full control of the operator makes possible turning about in wheel base length and without any forward movement of the traction. This makes obvious the advantage in handling excessive tonnage in congested places. Another advantage is that it can be safely driven and turned about in any place that will accommodate a single horse and without the disastrous results which are sometimes experienced in using horses in the hot sun and in wintry, icy weather. In addition, the wear on the trams is minimized by rubber tire equipment throughout.

The Couple-Gear Freight-Wheel Company has gotten out a circular on

double right angle turn. The circular states that two or four wheel trailers may be used for the work and if properly hitched they will follow the tractor. The third illustration shows the connection by automatic coupler, which enables one man to operate the equipment.

The tractor is built in two sizes, the smaller handling from 2,000 to

### Information on the Rare Imported Woods

on all kinds of fancy foreign woods, has the following to say about a variety of the imported species

American vessels. I can supply shipments.

good substitutes of Far East origin, but these stocks will not last long, as the demand is large and importations may be retarded.

securing your

promptly. Prices are sure to advance

origin; new cuttings going early in the fall, all stocks offered now are of old cuttings and likely to show requirements for coming season.

LIGNUM-VITAE. I anticipate no of origin are not affected by the stock large quantities of all sizes.

MAHOGANY. Shipments from Africa will likely cease for the present, but there appears sufficient stocks in this country and afloat of African, Mexican, Honduras, Nicaragua and Cuba growth to supply needs for some months to come, unless we have an unprecedented demand.

CEDAR. A good demand has recently sprung up, but there are large stocks available and several cargoes now in transit. No scarcity need to be expected. The cigar box lumber trade has greatly improved.

SUNDRY HARDWOODS. I have good stock of "olive" wood the value of which is at present low and likely not any further arrivals for some time. Greenheart in the logs and planks, any quantity, shipments not affected by war. Amaranth, sabicu, partridge, snakewood, cocus all in abundance and without any possibility of scarcity. Teakwood and tulip in limited quantities, further arrivals interfered with due to the war, so suggest your ordering what supplies you may anticipate requiring.

### An Apparent Waste

The accompanying illustration shows what seems to be flagrant waste of first-class young hickory. The picture illustrates the initial elevation used for filling in to elevate the tracks of one of the trunk lines running out of Chicago. This temporary work extends for miles from the city limits.

The most noticeable feature is the very considerable number of piles cut from apparently sound young hickory trees which very evidently would have made excellent stock for other more particular purposes. The construction company is probably vindicated to an extent by the fact that it very likely did not cut these piles and further, by the fact that inasmuch as this entire structure will be covered by the embankment, piles of good wearing qualities are not necessary. Therefore the structure shows young trees of a variety of species, most of which are most decidedly not adapted to this particular purpose.

However, it is to be regretted that in view of the necessity for conserving the growth of this particular type of hickory it is so flagrantly wasted in this instance.

### Pacific and Gulf Coast Lumbermen Conflict

Lumber interests shipping from Pacific coast ports came into conflict with those shipping through Gulf points in the Senate last week. In the wholesale amending that was done in the upper house on the Ship Registry bill the western senators supported an amendment which would have permitted foreign ships to ply between the Pacific and Atlantic coasts, but would have barred them from coastwise trade between local

NEW AND ECONOMICAL METHOD OF HANDLING GREEN LUMBER FROM MILL TO PILE

ILLUSTRATING AN APPARENTLY FLAGRANT WASTE OF SECOND GROWTH FOR TEMPORARY WORK IN CHICAGO TRACK RAISING

# H. H. HITT LUMBER COMPANY
## DECATUR, ALABAMA

Canadian Representative
CONFEDERATION LUMBER & SUPPLY CO.
St. Catherines, Ont.

Eastern Representative
W. F. BIXBY, Jamestown, N. Y.

# *THE VERY BEST*

## Hardwood Lumber Hardwood Flooring

***Prompt*** HITT QUALITY THE HHH BRAND HARDWOODS ***Shippers***

Our four band mills have a capacity of 150,000 feet per day. We ship a Straight National Grade. Our stock will please you. Our Hardwood Flooring Plant has a capacity of 50,000 feet per day. We ship the best Hardwood Flooring on the market. Send us an order.

We have at present a well assorted stock of

**15,000,000 Feet of Fine Quartered White Oak, Plain White and Red Oak, Poplar, Ash, Tupelo and Sap Gum**

***Partial Dry Stock List***

| QUARTERED WHITE OAK | PLAIN WHITE OAK | PLAIN RED OAK |
|---|---|---|
| 50M ft. 4/4 1s & 2s | 100M ft. 4/4 1s & 2s. | 220M ft. 4/4 1s & 2s |
| 200M ft. 4/4 No. 1 Com. | 20M ft. 5/4 1s & 2s. | 100M ft. 5/4 1s & 2s. |
| 50M ft. 4/4 No. 2 Com. | 300M ft. 4/4 No. 1 Com. | 300M ft. 4/4 No. 1 Com. |
| | 60M ft. 5/4 No. 1 Com. | 60M ft. 5/4 No. 1 Com. |
| | 60M ft. 4/4 No. 2 Com. | 130M ft. 4/4 No. 2 Com. |
| | | 20M ft. 5/4 No. 2 Com. |

| RED GUM | SAP GUM | BAY POPLAR |
|---|---|---|
| 10M ft. 4/4 1s & 2s | 300M ft. 4/4 No. 1 Com. | 30M ft. 4/4 1s & 2s |
| 30M ft. 4/4 No. 1 Com. | 30M ft. 5/4 No. 1 Com. | 160M ft. 4/4 No. 1 Com. |
| 10M ft. 5/4 No. 1 Com. | 75M ft. 6/4 No. 1 Com. | 100M ft. 4/4 Log Run Beech |
| 70M ft. 4/4 No. 2 Com. | 500M ft. 4/4 No. 2 Com. | 100M ft. 6 4 Log Run Hickory |
| | 60M ft. 5/4 No. 2 Com. | 30M ft. 8/4 Log Run Hickory |
| | 120M ft. 6/4 No. 2 Com. | |

***Send Us Your Inquiries***

### Lumbermen Will Be Publicly Vindicated

### White Mahogany Finish

### Should Be No Confusion

### Building Operations for July

| | June, 1914 | June, 1913 | Per Cent |
|---|---|---|---|
| Atlanta | $ 866,000 | $ 1,000,000 | 13 |
| Baltimore | 891,000 | 1,110,000 | 19 |
| Birmingham | 400,000 | 444,000 | 10 |
| Boston | 4,000,000 | 4,000,000 | 0 |
| Buffalo | 1,000,000 | 1,000,000 | 0 |
| Cambridge | 100,000 | 119,000 | 16 |
| Chelsea | 37,000 | | |
| Chicago | 9,000,000 | 11,000,000 | 18 |
| Cleveland | 1,000,000 | 1,000,000 | 0 |
| Columbus | 300,000 | 300,000 | 0 |
| Dayton | 100,000 | 100,000 | 0 |
| Detroit | 2,000,000 | 2,400,000 | 16 |
| Duluth | 1,116,000 | 1,000,000 | 11 |
| Fall River | 200,000 | 200,000 | 0 |
| Fitchburg | 100,000 | 100,000 | 0 |
| Grand Rapids | 1,000,000 | 1,000,000 | 0 |
| Haverhill | 100,000 | 100,000 | 0 |
| Holyoke | 100,000 | 100,000 | 0 |
| Indianapolis | 1,000,000 | 1,000,000 | 0 |
| Kansas City | 1,000,000 | 1,000,000 | 0 |
| Lawrence | 100,000 | 100,000 | 0 |
| Lowell | 100,000 | 100,000 | 0 |
| Lynn | 100,000 | 100,000 | 0 |
| Memphis | 1,000,000 | 1,000,000 | 0 |
| Milwaukee | 1,000,000 | 1,000,000 | 0 |
| Minneapolis | 1,000,000 | 1,000,000 | 0 |
| Nashua | 100,000 | 100,000 | 0 |
| Newark | 1,000,000 | 1,000,000 | 0 |
| New Bedford | 100,000 | 100,000 | 0 |
| New Haven | 100,000 | 100,000 | 0 |
| New Orleans | 1,000,000 | 1,000,000 | 0 |
| New York | 20,000,000 | 20,000,000 | 0 |
| Oakland | 1,000,000 | 1,000,000 | 0 |
| Omaha | 1,000,000 | 1,000,000 | 0 |
| Pawtucket | 100,000 | 100,000 | 0 |
| Peoria | 1,000,000 | 1,000,000 | 0 |
| Philadelphia | 3,000,000 | 3,000,000 | 0 |
| Pittsburgh | 1,000,000 | 1,000,000 | 0 |
| Portland | 1,000,000 | 1,000,000 | 0 |
| Providence | 1,000,000 | 1,000,000 | 0 |
| Quincy | 100,000 | 100,000 | 0 |
| Reading | 100,000 | 100,000 | 0 |
| Rochester | 1,000,000 | 1,000,000 | 0 |
| Salem | 100,000 | 100,000 | 0 |
| San Francisco | 1,000,000 | 1,000,000 | 0 |
| Scranton | 100,000 | 100,000 | 0 |
| Seattle | 1,000,000 | 1,000,000 | 0 |
| Somerville | 100,000 | 100,000 | 0 |
| Springfield | 100,000 | 100,000 | 0 |
| St. Louis | 1,000,000 | 1,000,000 | 0 |
| St. Paul | 1,000,000 | 1,000,000 | 0 |
| Toledo | 1,000,000 | 1,000,000 | 0 |
| Washington | 1,000,000 | 1,000,000 | 0 |
| Waterbury | 100,000 | 100,000 | 0 |
| Worcester | 100,000 | 100,000 | 0 |
| Total | $72,141,543 | $82,422,910 | 13 |

### Increased Shipments of Greenheart

### Sale of Black Gum

has been all that could be expected, and the feeling of the eastern people toward the national forests established in their midst is one of friendliness.

### Suit Over Michigan Land

The United States district court at Grand Rapids has issued a decree awarding judgment of $8,405.19 in favor of Isaac Hewitt against Charles S. Naldrett and John M. Montgel in a controversy involving a tract of timberland in Luce county. Naldrett and Montgel ten years ago under the homestead act acquired patents on two tracts of timberlands. Montgel sold his holdings to Naldrett, who later gave the lands to secure a loan from Hewitt. It was later charged the patents on the lands were secured illegally and the government regained title. To enable Hewitt to regain his money the government brought suit and cleared the title of the lands. If Hewitt cannot recover on the judgment rendered against Naldrett and Montgel, the timberlands will be sold to pay the mortgage and the remaining money from the sale will go to the government.

### Elm on the Pacific Coast

Elm veneered panels are now used extensively on the Pacific coast in combination with Douglas fir. The harmony in the grain and figure of the two woods has popularized elm there where much Douglas fir is made into doors, wainscoting, and other interior finish. The elm used is the white or gray species of Michigan and Wisconsin. It may be stained in a variety of colors; and since the same can be said of Douglas fir, the two woods, one an eastern, the other western, and one a softwood the other hardwood, make a very popular team.

### Surplus and Shortages of Freight Cars

According to a recent report of the American Railway Association, the total surplus of freight cars on August 1, 1914, was 108,998 cars, as compared with the surplus of July 15, which already showed effects of the crop movement as on the latter date there were 228,384 cars in excess of demand. On August 1, 1913, the surplus was 69,716.

The shortage on August 1 this year was 2,333 cars as against a shortage on July 15 of 1,843 cars. August 1, 1913, the shortage was 11,261 cars.

### Acute Scarcity of Wood

So acutely scarce is wood in the province of Pechili, China, that the railroads have been obliged to substitute stone-mile posts in place of wood, because the natives pull up the wood posts and use them for fuel, and the railroads have not been able to guard their property closely enough to prevent the thefts. The ordinary fuel is grass and weeds, and a blaze lasting a few minutes must suffice for doing the family cooking; and in winter the people sleep in brick beds with a cavity beneath in which a small fire smoulders to provide warmth for the sleepers.

### Foreign Trade of the United States

A convenient reference book for the exporter or the manufacturer who is interested in foreign trade is a bulletin of imports and exports of merchandise into and from the United States by countries and principal articles, which has recently been published by the Bureau of Foreign and Domestic Commerce and is sold by the Superintendent of Documents, Government Printing Office, Washington, D. C., for fifteen cents a copy. A glance at this pamphlet affords the business man a bird's-eye view of the character and volume of our commerce with any foreign country, as it gives the quantity and value of its principal purchases from us and its sales to the United States for the years 1912 and 1913.

In view of the fact that many lumbermen and other dealers in forest products are now turning their eyes toward foreign fields in search of new business, this concise document has special value.

### Filipinos as Missionaries

Americans may be working wonders in the Philippines in some directions, but they seem to be losing the power to use the kind of English used in the United States, if one may judge by the reports written by foresters who are operating in the islands. This is probably the result of missionary work of natives who are supplanting the English vocabulary with words of their own. Some of these strange words, which offer stumbling blocks to smooth reading by Americans, are due to native names of places and trees which have no English equivalent; but would it not be possible to avoid the use of so many strange words that might be translated into English? In a recent report, "caingin," "hectare," and "caingineros," were used in a single sentence of only twenty-one words. Couldn't it be said in English? The islanders seem to be doing effective missionary work along the language line.

### Forest Resources of British Columbia

The forest survey of British Columbia has been completed by H. R. Macmillan, chief forester, and the following figures give results:

Total stand of timber in the province, 350,000,000,000 feet.
Accessible merchantable timber, 30,000,000 acres.
Young growth on sites of old burns, 90,000,000 acres.
Annual growth for the whole province, 7,000,000,000 feet.
Number of sawmills in operation, 400.
Number of logging camps, 800.
Number of men employed when running full capacity, 140,000.
Yearly capacity of the mills, 3,000,000,000 feet.
Sales of lumber for 1913 amounted to 1,500,000,000 feet.

**Rockcastle Lumber Co.**
**C. L. Ritter Lumber Co.**
OAK—Plain and Quartered, RED AND WHITE
POPLAR CHESTNUT BASSWOOD
**Anything in Hardwoods**
**Huntington West Virginia**

### Moro Lumber at San Francisco Fair

The Moro province of the Philippine Islands will take the lead over many countries, provinces and principalities which are much larger by having a forestry exhibit next year at the San Francisco fair. The lumber interests in the Philippine Islands are showing a progressive spirit and are taking measures to acquaint the world with the forest resources of that quarter of the globe. They have agents in the United States, Europe, India and elsewhere introducing the island woods to builders and manufacturers.

### Solomon Islands Hardwoods

The Solomon Islands are a long way from everywhere. The group consists of seventy-eight islands, with an aggregate area of 8,300 square miles. The islands lie east of New Guinea, nearly under the equator. A recent report by a British officer contains the following information:

The protectorate contains some very valuable timber, but so far very little has been done to establish an export trade, although spasmodic attempts have been from time to time made to introduce Solomon Island timbers on the Sydney market. In this there has always been considerable difficulty, as, in spite of the increasing scarcity of timber in Australia, there seems to be a prejudice among those connected with the business against island timber.

A market has at last been found for "dilo" timber, scientifically known as *Callophyllum inophyllum*. It is believed to be used in furniture making. Of this timber there is a practically inexhaustible supply.

The timber of the tree *Afzelia bijuga* appears to be absolutely impervious to the attacks of white ants, and almost so against marine borers. This tree grows everywhere in the Solomons and reaches a diameter of two feet. One well-authenticated case is known of a house post of this timber having been in use so long ago as 1863, and the post is still sound. Such a timber would be apparently invaluable for railway sleepers or for wharf piles.

Another valuable timber, closely allied to the "kauri" of New Zealand, is known to exist in certain places, and proposals to turn it to account are under consideration. There is a good demand for this class of timber locally, and it could certainly be put on sale at a lower price than at the exorbitant rates demanded for New Zealand kauri by the Sydney merchants.

A small sawmill was at one time working on Guadalcanal, and the Government gave an order for rough timber which turned out to be of a most satisfactory quality for the purpose for which it was intended, but when a further supply was ordered the order could not be executed. Another sawmill has recently been started, and the owners should be able to dispose locally of all they can cut.

### Money in Old Furniture

Dealers in second-hand furniture are not supposed to make a great deal on each piece sold, but the business is sufficiently profitable to keep a number of dealers in it. Few of them, however, realize as high per cent on a deal as was the case recently with a dealer who bought an old chair for twenty-five cents and in repairing it found $57.50 in gold and silver hid in the upholstery. The chair had lain many years in a cellar.

## Hardwood News Notes

### MISCELLANEOUS

A receiver has been applied for to take over the Portland Body Company of Portland, Ind.

The Maron Lumber Company has been incorporated at Brooklyn, N. Y., with a capital stock of $5,000.

The Edward L. Davis Lumber Company has been incorporated at New Orleans with $100,000 capital stock.

The Thomas Hall Lumber Company, wholesaler of hardwood lumber, has started business at St. Albans, W. Va.

**The White Lake Lumber Co.**

Peoples Gas Bldg., CHICAGO, ILL.

**Northern and Southern Hardwoods**

CAR STOCK

WHITE PINE — YELLOW PINE

*High Quality—Prompt Delivery*

WE WANT TO MOVE AT ONCE

10 cars 1" No. 1 Common Basswood
5 cars 1" No. 2 Common Basswood
30 cars 1" Red or White Oak, all grades
40 cars 1" Red and Sap Gum, all grades
The last two items are but one-half dry

*Send us your inquiries*



"ANDREWS" Dried Lumber is Better Lumber

"ANDREWS"

Products Represent Perfection, Reliability, Results

"Andrews" Moist Air Lumber Driers

Condensing —OR— Ventilated

Perfect Transfer Cars

Perfect Dry Kiln Trucks

Canvas Dry Kiln Doors
DOUBLE AND SINGLE

*Write for Information*

DRIER DEPARTMENT

The A. H. Andrews Co.

115-117 S. Wabash Avenue
CHICAGO, ILLINOIS



AT HALF PRICE

STEAM SKIDDER AND LOADER COMBINED

Clyde Modern Equipment. Used about sixty days. Operations discontinued. No further use for it.

For Particulars Write

GOGEBIC LUMBER CO.
GRAND RAPIDS, MICH.


The [illegible] Furniture Manufacturing Company of [illegible], Ky., has increased its capital stock to [illegible].

The [illegible] Company has been incorporated at [illegible]. The company has a capital stock of [illegible].

The [illegible] Company has been incorporated at [illegible], Va. The company will have [illegible] capital stock.

The Hardwood [illegible] Company has started business at [illegible]. [illegible] capital of [illegible].

The F. H. [illegible] Manufacturing Company has been incorporated at [illegible], Ind., to manufacture [illegible]. The company will [illegible] capital stock of [illegible].

The M[illegible] Manufacturing Company of M[illegible], Ohio, writes Hardwood Record that it is [illegible] a new hardwood mill and [illegible] company at that point.

The Interstate Commerce Commission has agreed to reopen the case in the matter of high rates on lumber and [illegible] from points on the Washington & Western to points in Minnesota, Dakota, Indiana and other states.

Effective August 1 the interests of the Tennessee Lumber Company of Cincinnati, Ohio, were [illegible] with those of the Tennessee Lumber and Coal Company of [illegible], Tenn. [illegible] is general manager of the combined interests.

The last issue of Hardwood Record contained an item stating that the American Lumber Company of Cleveland, Ohio, had gone out of business. It seems that this statement was incorrect, as the American Lumber Company referred to was of Albuquerque, N. M.

## CHICAGO

The Hamboldt Furniture Company has been incorporated at Chicago with a capital stock of [illegible].

Claude Maley of Maley & Wertz, Evansville, Ind., has been at the Chicago Beach Hotel for several days. Mrs. Wertz met with an unfortunate accident while riding in her machine in Chicago the other day. The machine collided with a street car with the result that it was very badly damaged and Mrs. Wertz was bruised and shaken up considerably.

Hardwood Record has just received the August issue of the credit rating book published semi-annually by the Lumbermen's Credit Association of Chicago.

The August issue of the official bulletin of the National Hardwood Lumber Association recently came from the press. The announcements of the deaths of prominent lumbermen are becoming almost a regular feature of the association publication. This issue contains an announcement of the death of J. M. Card of Chattanooga, Tenn.

P. B. Raymond of the Knoxville Veneer Company, Knoxville, Tenn., has spent a profitable week in Chicago territory gathering in his usual quota of orders among the furniture factories. Mr. Raymond has expressed himself very optimistically regarding the package business, as his concern has had an excellent trade in peach and berry packages from southeastern states. This has become an important part of his business. Mr. Raymond left a couple of days ago for the East.

Thomas W. Fry of the Charles F. Luehrmann Hardwood Lumber Company, St. Louis, was in Chicago a few days ago attending the funeral of A. M. Todd, the northern representative of that company, who died a few days ago.

M. L. Pease of the Galloway-Pease Company, Poplar Bluff, Mo., has gotten back to Chicago again after being away for a short time.

J. M. Wells of the American Hardwood Lumber Company, St. Louis, Mo., stopped off in Chicago on Thursday of last week on his way to western Canadian points. Mr. Wells is on a vacation and business trip.

E. B. Brown of Buffalo who recently started the Eddy B. Brown Lumber Company of Memphis, passed through Chicago on Thursday of last week on his way back to Buffalo from the southern city. Mr. Brown has been in the south with his son for a couple of months establishing his new company at that point and has left his son in charge. Mr. Brown states that Memphis operators are as optimistic as could be expected under the circumstances. Their chief trouble is getting enough ready cash to maintain their operations.

William Baillie of the General Lumber Company of Memphis, Tenn., was in Chicago not long ago.

Thomas J. McDonald, the timber estimator, with offices in Knoxville, Tenn., spent several days with his clients in Chicago about a week ago.

Thomas McFarland of the Thomas McFarland Lumber Company of Cairo, Ill., spent a week or ten days in Chicago recently on business.

E. E. Taenzer of Memphis left Chicago last week after having spent a considerable period with the local trade.

S. B. Anderson of the Anderson-Tully Company, Memphis, Tenn., accompanied by Mrs. Anderson, is rusticating about Chicago realizing it is the greatest summer resort in the world and incidentally calling on some of the company's trade, because the Colonel really believes trade is dull and most of the mills are not running. In fact, he stated the other day that practically all the hardwood mills in Memphis are shut down and many in other sections of the south likewise.

We learn Walter Burke of the Lamb-Fish Lumber Company, Charleston, Miss., is back on the job after his enjoyable trip abroad, with a good

string of orders which he will not be able to fill now. He said, "Well I guess, inasmuch as we have about 20,000,000 feet of lumber in the yard, we will shut down until the market demands more oak and gum."

George W. Dodge, president of the Cypress Manufacturers' Association, Plaquemine, La., accompanied by Mrs. Dodge, has been spending the last month at Glen Springs, N. Y., where he has been taking the rest cure. E. Sundbury, Mr. Dodge's partner, came in the other day from the South on his way to Wisconsin. Mr. Sundbury is a versatile operator and reports their two mills running full tilt in Louisiana. He is investigating dairying in Wisconsin and this with his other varied interests is inclined to keep him busy. He says the Louisiana Cooperage Company is busy, the sugar trade having picked up some, and there is a fair demand for No. 2 stock in Cuba.

W. H. Russe, Memphis, Tenn., spent several days in Chicago this week and says that inasmuch as his foreign buyers have all gone to war he has decided it most desirable to renew acquaintance with his old customers in the interior trade. While he is somewhat discouraged about the foreign situation he really was treated very kindly when he visited our midst and picked up orders for ten or fifteen carloads. He reports that his firm expected to have the new mill running by September 1, but machinery has been delayed so it will probably be October 1 before the saws are running. His partner, George Burgess, sailed last Saturday from England after having just caught the last train out of Germany, France, Denmark, etc.

W. W. Dings of the Garetson-Greason Lumber Company, St. Louis, Mo., is soliciting his well-known customers around Chicago and does not find them so anxious for southern oak right now; nothing the matter with the oak. He said he guessed he would have to go home without taking any orders.

C. S. Keith, president of the Central Coal and Coke Company, Kansas City, Mo., and H. C. Clark of the Sheylin Carpenter interests in the Northwest, were in Chicago for an hour Tuesday last en route to an executive committee meeting of the Chamber of Commerce of the United States of America, which went into conference with Secretary of the Treasury McAdoo at Washington on the question of insurance on marine shipments and legislation covering the new era of a great nation like America buying a few more boats, as it has only two now and has finally awakened to the fact that we need a few more to remove our crops. In speaking about our new merchant marine a friend of mine wrote me from London the other day and said, "It is a damn shame to be an American when you know we have only two boats, the poor old St. Louis and St. Paul."

## NEW YORK

President E. V. Babcock and Secretary Frank Fish were recent visitors in New York in the interests of the National Hardwood Lumber Association. The national association is a big organization and Messrs. Babcock and Fish are out to make it bigger. They're a strong team and should produce results.

Herbert Mead, Jr., hardwood specialist, is now at 405 Lexington avenue, a location, he says, which offers better facilities than his old one.

The hand of death has removed two old figures from the local trade. Joel W. Hatt, for many years prominent in the retail hardwood business at Newark, N. J., and W. R. Beare, formerly in the wholesale trade of New York and New Jersey. Both were popular and each represented the old school of lumbermen of the two distributing classes.

C. L. Newman has been made receiver for the Nickerson-Hopper Lumber Company, Ridgewood, N. J.

## BUFFALO

R. D. McLean returned from Europe on the Mauretania, which was obliged to put into Halifax on account of the danger of capture on the ocean. It was an unusual as well as exciting trip.

G. Elias & Bro. have received a good deal of lumber by lake within the past two or three weeks, though none of it has been hardwoods. Hemlock and white pine arrived on three different steamers.

T. Sullivan & Co. state that outward shipments of lumber lately have included maple and oak. Hardwood trade in July was on a larger scale than a year ago.

The Buffalo Hardwood Lumber Company has been handling mostly oak and birch during the past two or three weeks. Trade is uncertain, but on the whole not at all active.

I. N. Stewart, who recently sold his interests in the hardwood trade to the Yeager Lumber Company, is looking after his building business, with office in that of John A. Murphy.

Anthony Miller finds hardwoods moving a little less actively than usual this month, but is hopeful of improvement as soon as general business feels the effects of increased crop movement this fall.

## PHILADELPHIA

Frederick S. Underhill of Wistar, Underhill & Nixon says things just now are naturally upset by the war, but it is his opinion that business will take a sudden turn before long for the better. He states that the South American and African markets will now be open to us, and that


**Hooton Hardwood Co.**

Manufacturers and Wholesalers

SOUTHERN HARDWOOD LUMBER, LOGS AND TIMBER

**CHOICE WHITE OAK**

Even color—soft texture

7 cars—4-4 1sts and 2nds Plain
12 cars—4-4 No. 1 Com. Plain
5 cars—4-4 No. 2 Com. Plain

Good widths and lengths—Dry

Also large stock all grades and thicknesses plain Red Oak

**Terre Haute, Indiana**

**Revived Inland Navigation**

Our cargo of 350,000 feet of Oak and Gum from our Jeffris, La., mill on its way up the Mississippi River on the new Gas Producing, Self Propelled Steel Barge.

This cargo was unloaded at St. Louis, Mo., and Alton, Ill., on August 1st and 2nd

*WE HAVE MORE IN STOCK*

**D. K. Jeffris & Co.**

CHICAGO

HARDWOODS
CONCORDIA LAND & TIMBER CO.
Jeffris, La.

YELLOW PINE
MANCHESTER SAW MILLS
Manchester, Ala.

# RED GUM

(Leading Manufacturers)

## ST. FRANCIS BASIN
## RED GUM
(Kraetzer Cured)
## Flat-Dry-Bright-Band Sawn

*Write for lists and prices*

**GEO. C. BROWN & CO., PROCTOR, ARK.**
(20 miles from Memphis, on C. R. I. & P. Railroad)

## MILLER LUMBER CO.
**Marianna, Arkansas**

We offer for immediate shipment the following stock
12 months and over dry:

2 cars 4/4 1st and 2nd Red Gum
2 cars 5/4 1st and 2nd Red Gum
4 cars 6/4 1st and 2nd Red Gum
2 cars 8/4 1st and 2nd Red Gum
20 cars 4/4 No. 1 Comm. Red Gum
2 cars 5/4 No. 1 Comm. Red Gum
1 car 8/4 No. 1 Comm. Red Gum
10 cars 4/4 13 to 17" Gum Box Boards

THE FOLLOWING NINETY DAYS TO SIX MONTHS DRY:
1 car 4/4 Select and Better Cypress
2 cars 5/4 Select and Better Cypress
2 car 4/4 1st and 2nd Ash, 10 and 12" lengths
1 car 4/4 No. 2 Common Plain White Oak
1 car 4/4 No. 1 Common and Better Qtd White Oak Strips
1 car 4/4 No. 2 Common Plain Red Oak

## BLISS-COOK OAK CO.
**BLISSVILLE, ARK.**

MANUFACTURERS

Oak Mouldings, Casing, Base and Interior Trim. Also Dixie Brand Oak Flooring.

As Well As

**OAK, ASH and GUM LUMBER**

Can furnish anything in Oak, air dried or kiln dried, rough or dressed

MIXED ORDERS OUR SPECIALTY

## Our Corps of Inspectors

Intelligent! Highly Trained!
Conscientious!

is assurance that you will get what your order calls for when you buy Gum from us

**Himmelberger-Harrison Lumber Company**
Cape Girardeau, Missouri


[illegible] what we have reported last week, viz., the [illegible] of a standard [illegible] Orders are being [illegible] on account of the inability to ship, and prices are off.

Among the recent visitors to the trade are H. A. Savage, treasurer of the H. A. Savage Lumber Company, Boston, Mass.; George Bement of the Scott Lumber Company, Philadelphia, Pa.; E. L. Fitzpatrick of Wyoming Lumber Company, Scranton, Pa.; [illegible] George of the E. D. George Lumber Company, Boston, Mass., and [illegible] of the Rockwood Coal Mining Company, Nashville, Tenn.

Edwin M. Lindsay, Nashville, representative of Wright, Underhill & Nixon, has lately made an extended visit to the home office.

Edward B. Fapp, of Chandler B. Fapp & Co., sales selling agents of the Capitol Sash & Door Company, Parkersburg, W. Va., was among the welcome [illegible] on the market for [illegible] and the prices rather [illegible].

The Sawyer Basket Supply Company, Limited, Inc., which [illegible] sometime ago, it is stated, will pay about two cents on the dollar. The last of the property was sold on August 11 when the creditors in [illegible] disposed of [illegible] of machinery and [illegible]. The new mill was [illegible] which cost $150,000, and for $40,000. The money going direct to the Sussex Trust Company, which held a $95,000 mortgage on it. Liabilities total nearly $270,000. The company for a number of years operated the largest basket and lumber mill in that state.

The lumber mills owned by Congressman William H. Jackson and his son, ex-Senator William P. Jackson, known as Jackson Mills at Salisbury, Md., shut down on August 16, throwing about 500 employes out of work. Lack of cars is given as the reason.

Clinton Hilliard, Easton, Pa., president of the Zearfoss & Hilliard Lumber Company, died August 10. He was sixty years old.

## BOSTON

H. A. Savage of the Mills Savage Lumber Company, with offices in New York and Boston has withdrawn from that company and incorporated the H. A. Savage Lumber Company, with office at 170 Summer street, Boston. This company will handle a full line of southern stock.

William E. Litchfield, the Boston wholesale hardwood dealer, made a short trip to the mill at North Vernon, Indiana, accompanied by his son George A., and daughter, Cordelia A. The two latter, with George A. Litchfield of Litchfield Bros., North Vernon, and family, made the trip by automobile to Boston, Mass. The trip was made in nine days, with a stop of one day at Cleveland, Ohio, and at Niagara Falls. George A. Litchfield will spend about a month visiting in the East.

The business of George A. Sayer & Son Company of Providence, R. I., has been taken over by the four principal creditors and will be operated by them under the style of the Sayer Planing Mill Company.

The well-known firm of George W. Macauley of Albany street, Boston, has been incorporated since the death of George W. Macauley, the directors and officers being Margaret and James W. Macauley and Ella H. Stone, and the style of the new firm will be the George W. Macauley Company.

## BALTIMORE

Because of the great war and its possible and probable effects upon the lumber trade a special meeting of the directors of the National Lumber Exporters' Association has been called at the Hotel Sinton, Cincinnati, for August 28. At this meeting there will probably come up for consideration a number of the problems which the exporters are facing, and on which concerted action may seem desirable. The rights of the shippers in cotton exigencies and many other questions are expected to be taken up with a view to clarifying the atmosphere and giving the members of the association the benefit of whatever influence the organization can exert to the end of removing difficulties.

Emanuel J. Ellinger was recently appointed receiver for the Mount Winans Lumber Company, Inc., in the circuit court No. 2, on application of the H. B. Herring Company, Inc. Mr. Ellinger bonded in the sum of $2,000. In its original bill the H. B. Herring Company, Inc., alleged that it was a creditor of the defendant corporation in the sum of $1,157.37, payment of which had been refused. The petition further averred that the company was insolvent. The defendant, in its answer, consented to the proceeding, admitting that it was financially embarrassed. The Mount Winans Company was in litigation last year with H. K. Hartwell, who was engaged in the wholesale business here at the time. It carried on a yard and mill business at Mount Winans, a suburb.

Wm. H. Russe of Russe & Burgess, Inc., Memphis, Tenn.; Edward Barber of Howard & Barber, Cincinnati, and Harvey M. Dickson of the Harvey M. Dickson Lumber Company, Norfolk, Va., have been appointed a committee to take suitable action on the death of J. M. Card, president of the J. M. Card Lumber Company. Mr. Card was well known here and held in high esteem. His death is all the more regretted because it came when Mr. Card was in the prime of life and ought to have had many years of usefulness before him.

How timber values are jumping is shown by a recent transaction reported from Fredericksburg, Va. It appears that R. M. Porter of Kilmarnock had disposed of a tract in the lower neck of Virginia for $10,000. The purchaser, a northern man, sold it again in a short time for $22,000.

## COLUMBUS

Building is quite active in Canton, O., according to the records of the city building department. During the first seven months of the present year permits were issued for structures estimated to cost $592,000.

The planing mill and lumber yard of H. J. Everett at North Baltimore, O., was totally destroyed by fire recently, entailing a loss of approximately $25,000.

One of the effects of the war in Europe is the closing down of the mill and yards of Theodore Erben Francke at St. Bernard, Cincinnati, O. The concern does a large export business in hardwoods, which is entirely stopped.

Despite the business depression, building operations in Columbus and all cities and towns in central Ohio are continuing active to the extreme. Many new dwellings, apartments and business blocks have been projected and started recently and apparently there is no let-up in building activities.

R. W. Horton, sales manager for the central division for the W. M. Ritter Lumber Company, says trade conditions in hardwoods are satisfactory when the business depression is taken into consideration. He says prices are generally well maintained, although there is some shading of quotations in order to move accumulated stocks. Shipments are coming out promptly. Dealers' stocks are generally light and they are still following the policy of buying only what they desire for the present.

J. A. Ford of the Imperial Lumber Company reports a fairly good demand for hardwoods, with conditions as satisfactory as could be expected.

## TOLEDO

Toledo Show Case Company reports that it has not experienced any bad effects from the war as yet. On the contrary, its business has been somewhat better than normal. It has practically all the orders it can handle and prospects continue to look good.

"The war has not affected business conditions in our line except as it has affected men's minds. Buying is not as free as it should be at this season of the year, but for all that prospects look good for fall trade," said the manager of the Skinner Bending Company.

Toledo lumber dealers with their families and friends went to Sugar Island last Saturday for the fourth annual outing. There were 2,600 persons in attendance and the trip was made on the Steamer Greyhound, going up in the morning and returning in the evening.

Eve Everitt's planing and sawmill at North Baltimore, O., was burned recently, entailing a loss of $12,000. The origin of the fire is unknown. Mr. Everitt has announced his intention of closing out what lumber is left and retiring from the business.

Manager James Carr of the Western Water Motor Company, a recently organized Oxford, O., concern, announces the first shipment of washing machines by his concern. He also stated that the factory will have a good display at the Oxford fair this fall. Several motors have been made of glass, so that the entire workings of the motors will be visible.

The twenty-sixth annual meeting of the Ohio Building Association League was held at Cedar Point last week. President McKay of Youngstown was absent, being in London at present, and W. R. Creer of Cleveland presided.

## INDIANAPOLIS

Edward Gerrard, Jr., who was associated with his father, Edward Gerrard, president of the National Dry Kiln Company, in that business, died a few days ago after a long illness from typhoid fever.

A large sawmill and woodworking plant is being established at Shoals by Wilson & Martin, who expect to be ready for business within a short time.

The Indianapolis Chair and Furniture Company, for more than forty years in business in this city, has been reorganized under the same name and incorporated with an authorized capitalization of $50,000. It is further announced the company will move to Aurora in November. Officers of the new company are Clarence D. Wilson, president; William L. Hoskins, vice-president, and William J. Neukom, secretary-treasurer. These and John Ulrich and Edward Schulz constitute the board of directors.

## MEMPHIS

The Lamb-Fish Lumber Company at Charleston, Miss., is trying to work out a plan whereby it may keep its crew intact. W. B. Burke, vice-president and general manager, is in Chicago, where he has gone for a conference with the other officials. The plan under present consideration provides payment of half of the money due the men on pay day, and the giving of due bills for the other half, maturing January first.

The decision to curtail quite generally has raised the question as to the best method to proceed with this. Some believe that there ought to be a complete closing down of the mills when the present timber supply has been converted into lumber. Others, however, feel that it would be best to run from six to eight hours per day and reduce the time somewhat, without turning the men off entirely. There will be no

RED GUM
(Leading Manufacturers)

Baker-Matthews Manufacturing Co.
Sikeston, Mo.
Band Sawn
Southern Hardwoods
SPECIALTIES
RED GUM, PLAIN OAK
SEND US YOUR INQUIRIES

WE OFFER THE FOLLOWING
Band Sawn Stock
4/4 Com. & Better Sap Gum
4/4 Com. & Better Red Gum
6/4 Com. & Better Red Gum
5/4 & 8/4 1s & 2s Red Gum
Quartered and Plain Red and White Oak
This stock contains a good percentage of 14' and 16' lengths and is, of excellent widths
W. W. GARY, INVERNESS, MISS.
HARDWOOD LUMBER AND LOGS

OUR SPECIALTY
St. Francis Basin Red Gum
WE MANUFACTURE
Southern Hardwoods
Gum, Oak and Ash
J. H. Bonner & Sons
Mills and Office, QUIGLEY, ARK.
Postoffice and Telegraph Office, HETH, ARK.

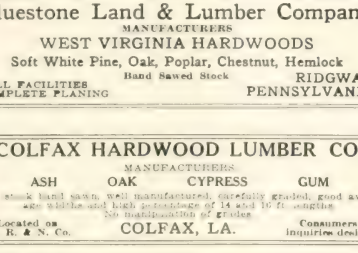
ARCHER LUMBER COMPANY
HELENA, ARKANSAS
Manufacturers of
HARDWOODS
SEND US YOUR INQUIRIES
We can furnish your entire requirements in Hardwoods
OUR SPECIALTY — RED GUM

OUR STOCK OF
*BAND SAWN*
**Southern Hardwoods**
is one of the most complete
and largest in the state
We can readily fill any requirement in
**RED GUM**
*Oak, Ash, Elm*
PAINSTAKING ATTENTION TO YOUR INQUIRIES
**THE LANSING CO., Parkin, Ark.**

W. T. THOMPSON VENEER CO.
SAWED
QUARTERED OAK VENEER
**We Have Nothing But Flat Dried Stock**
EDINBURGH, INDIANA

Bluestone Land & Lumber Company
MANUFACTURERS
WEST VIRGINIA HARDWOODS
Soft White Pine, Oak, Poplar, Chestnut, Hemlock
Band Sawed Stock
MILL FACILITIES COMPLETE PLANING
RIDGWAY PENNSYLVANIA

COLFAX HARDWOOD LUMBER CO.
MANUFACTURERS
ASH OAK CYPRESS GUM
All stock band sawn, well manufactured, carefully graded, good average widths and high percentage of 14 and 16 ft. lengths. No manufacturing of grades
Located on La. R. & N. Co.
COLFAX, LA.
Consumers' inquiries desired



**Dermott Land and Lumber Company**
**DERMOTT, ARK.**

[illegible] the [illegible] of [illegible] and each [illegible] the [illegible] and is [illegible] for its individual needs.

The [illegible] Lumber Company [illegible] has been sold to W. H. Matthews of Bethany, Mo., by the [illegible] company is [illegible] because of [illegible] and [illegible] has [illegible] to dispose of the [illegible] here. The [illegible] has been [illegible] from the Missouri [illegible] and [illegible] left from the [illegible] and [illegible] will be [illegible] and [illegible] and [illegible].

The Bennett Lumber [illegible] has made arrangements to [illegible] with the [illegible] in Memphis. The necessary [illegible] are to be [illegible] at N. M. Counsil's [illegible] of the exchange. All [illegible] handling [illegible] lumber [illegible] to see the [illegible] and [illegible] [illegible] and [illegible] of personal interest will be [illegible] at the [illegible].

The Mound Lumber Company, which has a capital stock of $24,000, and of which T. H. Mellus is president, has filed articles of incorporation under the laws of Arkansas. Headquarters will be maintained at Pine Knob.

The King Planing Saw Company has filed an amendment to its charter, altering the capital stock to consist of [illegible] $10,000 to $25,000 and [illegible] to [illegible] the name to the King Hardware Company.

E. R. King, R. J. Hause, and others signed the application.

John M. Prichard, secretary of the Gum Lumber Manufacturers' Association, is authority for the statement that the war in Europe will not materially affect red gum. He points this forward on the fact that up to the present time practically all business in red gum has been in this country with little going out for export. Mr. Prichard believes that after the war is over there will be an enormous demand for lumber from this country and that those who are manufacturing red gum will share in this demand. In the meantime close attention is being paid to red gum and it is being handled in every possible way. Contracts are being closed every now and then for new buildings to be finished in this lumber and, altogether, officials of the association are very much pleased with the progress made from time to time.

A. Reichman, one of the owners of the Reichman-Crosby Company, one of the largest mill supply houses in the South, has been selected sheriff of this (Shelby) county. This is regarded as a most substantial victory for the reason that, by means of court proceedings, the name of Mr. Reichman was prevented from going on the ballot. His friends, however, rallied to his support, and not only wrote his name on the ballot, but put the magic cross behind it, giving him a plurality of something like 9,000 over his three opponents. Mr. Reichman will divide his time between the duties of sheriff and the business of the Reichman-Crosby Company.

## NASHVILLE

W. M. Farris Jr., a member of the Farris Hardwood Lumber Company, in talking of the situation, said that his company will continue to operate on about the present supply of logs is cleaned up. The company now has logs to last a few weeks. After these have been sawed it is the plan of the company to reduce its output about fifty per cent. This seems to be the general policy of the lumber firms in this territory since the war broke out in Europe, and if the hostilities continue for a great length of time, it is expected that there will be a heavy curtailment of output throughout this territory. The manufacturers are well supplied with lumber, and with the export trade cut off they will not care to increase their stocks. The reports received indicate that small mills in the country are curtailing production greatly.

The demand for furniture has not been so brisk as usual throughout the summer months. Drouth in this territory damaging crops has had a depressing influence, and now the European war has further clouded the outlook. Will Davidson, head of the Standard Furniture Company, one of the large concerns of this district, says that his plant is not operating at full capacity, but he is hopeful of business assuming greater proportions during the fall months.

The Davidson, Hicks & Green Company, which has been operating extensively in Fentress county in getting out hardwood lumber, has suspended operation, throwing about 250 men out of employment. The European war and the general tone of business is the cause of the suspension.

The Red Jacket Pencil Company of Nashville, with authorized capital of $5,000, has been incorporated by Albert H. Bloomfield, E. R. Winkler, [illegible] Gilbert R. A. Goodman and G. B. Fitzmaurice.

Acting Chancellor Cherry handed down an interesting opinion in the chancery court here in the case of Cohn & Goldberg, a local lumber firm, against the Walton-McDowell Construction Company, holding in favor of the lumber firm in the matter of material lien for lumber used in the skeleton forms in concrete structural work. Chancellor Cherry sustained the contention for a lien, giving as a basis of his ruling that gunpowder, though exploded in blasting, is nevertheless the contributing factor in the designed result, and that the skeleton lumber though not part of the actual structure, contributed thereto. The skeleton lumber involved was used in building concrete bridges on the Lewisburg & Northern railroad.

R. S. Maddux will take charge of the new forestry department of [illegible] September 1. His duties will be to study forest conditions and

advise lumbermen and owners of timberland as to the conservation and management of the land. He has held the position of professor of the department of forestry in the State College of Pennsylvania.

Arch Binning of Cincinnati has been appointed deputy inspector for the National Hardwood Lumber Association, with headquarters at Nashville. Mr. Binning succeeds the late J. Lee Brannon, who held the position for a number of years. Mr. Binning is said to be a man of wide experience in the lumber business. He has arrived, and assumed the duties of the position. Mr Brannon died several weeks ago.

C. N. McDaniel of Franklin, Tenn., has been appointed general crosstie agent for the Nashville, Chattanooga & St. Louis Railway. Mr. McDaniel has been authorized to buy crossties direct from the producers, thereby giving to the owners of timberland an opportunity to get the highest values. The company spends about $250,000 annually for crossties.

## LOUISVILLE

H. A. McCowen, who is interested in the Pennel-Jurden McCowen Lumber Company of Kansas City, which is just completing the construction of a big mill at Brasfield, Ark., to take the place of the plant which was burned several months ago, said last week that the mill is ready to begin sawing. A record job of reconstruction was carried out in building the mill.

The C. C. Mengel & Bro. Company is one of the few concerns which is going ahead with its export business without letting the war interfere seriously. It shipped a cargo of mahogany logs from its Belize, British Honduras, plant last week consigned to Liverpool. The ship which is handling the logs is flying the Union Jack, and Secretary Wickliffe and other officers of the company still think there will be no difficulty about getting the cargo safely to port.

H. A. McCowen & Co. have sold that part of their property lying north of Davies avenue, which is being used as a lumber yard by the Ohio River Sawmill Company, to the Standard Sanitary Manufacturing Company of Pittsburgh, which has a plant in Louisville. The Ohio River Sawmill Company will continue to make use of this property and its office will continue where it is for at least another year, after which the company will expect to use its own property lying south of Davies avenue.

C. C. Jackson, commissary manager for the Grayson-McLeod Lumber Company of Grayson, Ark., was in Louisville last week attending the annual convention of the National Commissary Managers' Association, of which he is president. Mr. Jackson was interviewed by the local newspapers regarding the effect which the war will likely have on business, and gave some interesting ideas about the proposition. He said that while the demand for lumber is doubtless reduced temporarily by the war, its conclusion will be followed by a great expansion in the demand.

Edward G. Stemmelen of the Stemmelen Lumber Company, reports the removal of the company's office to the Kohler building, where it was formerly located, and the discontinuance of the operation of a yard on the Point.

"Point" lumbermen and veneer manufacturers have been advised that the government does not look favorably on the proposition to build a flood wall about that section, and that the city will have to finance the improvement, which would involve an expense of several million dollars.

Lumbermen who have examined the statistics regarding lumber exports, have called attention to the fact that the purchases of Germany and Austria, which are the only European countries which will be entirely cut off on account of the war, are insignificant compared with the rest of the world. England leads in the export trade, and will be able to get lumber. South America has been increasing its purchases, and is expected to enlarge them still further. The Louisville Board of Trade will have an open meeting of business men in the near future for the purpose of considering the possibility of increasing the export trade. C. C. Mengel, president of the Mengel Box Company and vice-president of the C. C. Mengel & Bro. Company, is chairman of the committee in charge of the meeting. A good many local lumbermen are preparing to curtail operations, but owing to the fact that a good supply of logs has been cut and delivered at the mills, it will probably be difficult to close down immediately.

Panel factories in this territory are taking advantage of the temporary lull in the hardwood business to buy wormy chestnut in large lots. This staple commodity is selling at somewhat lower prices than heretofore, and the panel men believe that it is an excellent buy at the price, especially as it is getting scarcer all the time. It is the ideal corestock, and those who are buying it up feel that it is mighty good material to have around.

The J. D. Hughes Lumber Company of High Bridge, Ky., whose sawmill was recently burned, has begun the work of reconstruction. The new mill, which will be the same size as the old plant, will cost about $20,000.

State Forester J. E. Barton has completed a trip to the Eastern Kentucky mountains in regard to the establishment of the Federal forest reserve there. Mine operators have promised to give a lot of land for this purpose, retaining the mineral rights, of course.

## ARKANSAS

The Railroad Commission of Arkansas, at its session last week, adopted after much argument the reciprocal demurrage rule, and will in the future allow shippers and consignees to make charges of one dollar per day after the expiration of reasonable time for making shipments.

Harris Manufacturing Company
Johnson City, Tennessee
"Harris" Hardwood Flooring
and Lumber

MEMPHIS

L. Sondheimer Co.
Wholesale Manufacturers and Exporters
RED GUM
SAP GUM
COTTONWOOD
CYPRESS
ASH
PLAIN OAK
QUARTERED OAK
HICKORY
SOFT ELM
SYCAMORE
All Grades and Thicknesses
We make a specialty of mixed cars of Sap and Red Gum, One-half to Two inches thick.

DUCAN LUMBER CO.
Manufacturers and Shippers Hardwood Lumber
MEMPHIS TENNESSEE

TIMBER ESTIMATES
REPORTS INCLUDED
TOPOGRAPHICAL MAP, DETAIL ESTIMATES & WRITTEN REPORT
GARDNER & HOWE
ENGINEERS
Clarence W. Griffith Department Manager, Porter Building. Memphis, Tenn.

TSCHUDY LUMBER CO.
MANUFACTURERS OF
St. Francis Basin Hardwoods
SPECIAL BILLS LONG STOCK
OAK, ASH and CYPRESS
18 to 30 feet Sawed to Order
Mill & Yards MEMPHIS
ADDRESS CORRESPONDENCE TO GENERAL OFFICE
605 Republic Bldg. KANSAS CITY, MO.

VANDEN BOOM-STIMSON LUMBER COMPANY
Manufacturers Southern Hardwoods
Quartered Oak a Specialty
Memphis Tennessee

The Ferd. Brenner Lumber Co., Alexandria, Louisiana

Manufacturers of High Grade Hardwoods

DAILY CAPACITY 125000 FEET

JAMES & ABBOT COMPANY
Lumber and Timber
No. 165 Milk St., BOSTON, MASS.

CINCINNATI
Hardwood Manufacturers and Jobbers

RIEMEIER LUMBER CO.
OAK, POPLAR, CHESTNUT
SUMMERS AND GEST STREETS

Veneers: CIRCASSIAN WALNUT AND ALL OTHER FIGURED WOODS
THE FREIBERG LUMBER COMPANY
OFFICE AND MILL, CINCINNATI, OHIO

Johns, Mowbray, Nelson Company
OAK, ASH, POPLAR & CHESTNUT
GUM AND COTTONWOOD

JAMES KENNEDY & CO., Ltd.
OAK, POPLAR AND OTHER HARDWOODS
FIRST NATIONAL BANK BUILDING

OAK TRIM and MOULDINGS
in plain sawn stock are one of our "specialties." Our stock is smoothly machine run and is not excelled by any in quality or machine work. Can furnish Oak Flooring in same cars.
WE ALSO FURNISH ROUGHED OUT OAK DIMENSIONS READY FOR YOUR MACHINES
THE M. B. FARRIN LUMBER CO.

OHIO VENEER COMPANY
Manufacturers & Importers FOREIGN VENEERS
2624-34 COLERAIN AVENUE

DAY LUMBER & COAL CO.
Mfrs. YELLOW POPLAR and WHITE OAK
GENERAL OFFICE—CLAY CITY, KY.

## WISCONSIN

The Eau Claire Lumber Company has been organized at Eau Claire by Lloyd W. Long and Conrad V. Close. The new concern starts the year of a well-known lumber company, being located at Eau Claire.

The Goldings & Bowen Manufacturing Company, well-known sawmill equipment manufacturing concern at Fond du Lac, has been leased to a new company and will start in order to handle the business.

The O. L. Morgan sawmill at Monson's siding, north of Shawano, was destroyed by fire recently, entailing a loss of $2,000. No insurance was carried. Mr. Morgan will rebuild the plant.

Wholesale lumbermen will be interested to learn that T. A. McCollow of Juneau has disposed of his lumber business at Clyman to W. J. Collins, possession to be given on September 1.

The Dillingham Manufacturing Company of Sheboygan recently received a cargo of 2,000,000 feet of basswood logs on the schooner Mary Ludwig, from Providence Bay, Ont. The cargo was the first lumber shipment to arrive in Sheboygan from Canada by water in many years.

The E. J. Pfiffner Company of Stevens Point experienced considerable loss recently when fire destroyed its shavings house and the roof of the planing mill power house.

Announcement has been made that the plant of the Andrew Kaul, Jr. Company, hub manufacturing concern of Merrill, will be placed in operation early this fall.

The property of the Brunet Falls Manufacturing Company at Cornell, Wis., has been sold under a decree of foreclosure to the Cornell Wood Product Company for $1,500,000. The plant, one of the largest in the state engaged in the manufacture of wood pulp materials, was built two years ago by G. L. Steele and others at a cost of $2,000,000.

In a bulletin, issued recently, and which was one of the causes for the introduction of an anti-wood shingle ordinance in the common council of Milwaukee, H. L. Dalton, president of the Wisconsin State Fire Prevention Association, declares that the wooden shingle roof is the worst hazard in Milwaukee today.

"The shingle roof has been the cause of conflagrations all over the United States, which could otherwise have been controlled," says the bulletin. "Milwaukee has made some advance in the extension of its fire limits, but these limits outside of the downtown district, are so narrow that they would be useless in a conflagration."

Building Inspector W. D. Harper of Milwaukee has come out in favor of the anti-shingle ordinance before the common council and has asked the public welfare committee of the council to recommend the measure for passage.

## DETROIT

The Fisher Body Company of Detroit, big manufacturer of automobile bodies, recently acquired a new five-story building in which it was planned to employ 600 additional men. Whether such action will be carried out regardless of the war is problematical.

The Adjustable Table Company of Grand Rapids is one of the concerns that has profited directly as a result of the European war. The company has received an order for 200 sighting stands to be used on European gunboats. The order was placed through a Rochester, N. Y., dealer, and the tables are for use on battleships of the nations at war.

Charles B. Hays, Kalamazoo financier, has bid $45,000 for the mammoth plant of the defunct Kalamazoo Buggy Company, which exceeds the bid of E. Willard Ready of Niles, Mich., by $5,000. The Ready bidd was the highest at an auction held at Kalamazoo by the Detroit Trust Company, receiver, and it was announced that Ready would be recommended to the United States court as the purchaser. However, since then the Hays bid has been made, and probably it will be accepted. Mr. Ready as soon as he received control of the property intended locating several manufacturing industries in the plant. Litigation probably will develop.

The European war has apparently not affected the imports of lumber from Canada to mills in the Saginaw valley. Bradley, Miller & Co., the Bay City Box and Lumber Company, and E. B. Foss & Co., all of Bay City, have received a total of 2,306,404 feet of lumber from Canada since August 5.

E. B. Foss & Co. of Bay City have practically completed arrangements whereby they will become owners of the mill of the North Channel Lumber

Company at Thessalon, Ontario. The property was involved in the Loveland & Stone failure two years ago. Loveland was heavily interested in the North Channel Company. E. B. Foss & Co. have extensive timber holdings near Thessalon and had cut timber at Bursis & Co.'s sawmill at Thessalon until it was destroyed by fire two years ago.

The Robbins Table Company is building a two-story addition to its plant at Owosso. Extensive improvements have been made in the machine and finishing rooms of the factory.

Dudley E. Waters, chairman of the board of directors of the Grand Rapids National City Bank, has purchased the capital stock in the Klingman Sample Furniture Company, held by the estate of Philip J. Klingman. The capital stock of the company is now $150,000.

Business is good at the plant of the Charlotte Chair Company at Charlotte, Mich. The company is now building a new brick dry kiln and will make improvements within the factory. The chair company is Charlotte's infant industry and has already shown a remarkable growth.

Furniture and musical instrument companies at Holland, Mich., see great prospects of increased foreign trade as a result of the European war. They will begin an active campaign in those South American countries formerly supplied by the nations now at war. Advertising matter printed in the language of the Latins has already been circulated in South America.

Working hours in the plant of the Singer Sewing Machine Company at Niles, Mich., have been reduced one-third as a result of the European war. The new order calls for five days' operation at eight hours a day, as against six days at ten hours heretofore. Only sewing machine cases are manufactured at the plant at Niles.

Cobbs & Mitchell Inc. of Cadillac, Mich., who own a large tract of hardwood timber in Monroe township, Sheboygan county, will lumber that tract this winter. Preparations are already being made. A spur will be constructed into the timber belt from the Embury-Martin Lumber Company's branch railroad near Freedom.

The Grand Rapids Furniture Association after an existence of three years will dissolve. The dissolution is blamed to a lack of interest but its passing will in no way affect the Grand Rapids furniture market.

Archie J. Clark, cashier of the Brimley State Bank at Brimley, Mich., has purchased the interest of Russel P. Chatfield in the Bad Axe Lumber Company at Bad Axe, Mich. The firm will hereafter be known as Whitney & Clark.

Recent heavy rains saved Michigan hardwood lumbermen thousands of dollars when they quenched the forest fires that were gaining headway in the northern Michigan hardwood belt. Members of the Michigan National Guard had undertaken to fight the fires just before the rain fell. All immediate danger of further fires has passed.

The Ypsilanti Reed Furniture Company of Ionia, Mich., will not be forced to suspend operations on account of the European war cutting off the reed supply. As soon as the war cloud became positive, General Manager Fred A. Chapman made a flying trip to New York, where he immediately bought up all reeds on the market. Enough were obtained to operate the plant six months and the company already had enough stock on hand to operate for a similar period, so that now a continuous run of a year is possible if business warrants it.

The Lloyd Manufacturing Company of Menominee apparently was not so fortunate as the Ionia firm. The Lloyd company makes go-carts and it will be obliged to draw on the reed supplies of the United States, which are reported to be difficult to obtain at an increase of twenty-five per cent in price since German imports ceased.

Fire destroyed the sawmill of the Jackson & Tindle Lumber Company at Pellestion, Mich., at a loss of $40,000. The fire was discovered early Monday morning in the boiler room and before an effort could be made to check it it had spread throughout the mill. The village fire department and volunteers devoted their energies to saving thousands of feet of lumber piled near the mill. It is not known whether or not the mill will be rebuilt. It was in operation and about 100 men are now employed as a result of the fire.

Lightning entered the planing mill of the Mann Lumber Company at Muskegon, over an electric wire and started a fire that for a few moments threatened to destroy the plant.

According to figures of the United States Department of Agriculture, the farmers of Michigan spend more money annually for firewood than do the farmers of any other state. They consume 2,539,000 cords of wood valued at $10,663,000. The entire state consumes 2,700,000 valued at $16,567,000.

# The Hardwood Market

## CHICAGO

While local lumbermen were in a more or less frenzied condition when European hostilities opened up, they seem to have adopted a much more philosophical turn of mind and, while they are of course still expressing intense interest in developments abroad and their effect on this country, the general tendency seems to be to stick pretty close to the grindstone and to refrain from becoming panicky even in the remotest degree, while

**Dimension Stock** We will supply you with CLEAR CUTTINGS of soft Kentucky Oak or Poplar so that they will COST you considerably LESS THAN the same cuttings if BOUGHT AS LUMBER.
*Make Us Prove It*
GARDNER WOOD COMPANY FLATIRON BLDG. NEW YORK, N. Y.

**Birch Veneers.** Also Elm, Maple and Basswood
WE MANUFACTURE FINE ROTARY CUT
STOLLE LUMBER & VENEER CO. Tripoli, Wis.
LET US QUOTE YOU

**BAND SAWED WISCONSIN HARDWOODS**
**Dry Stock For Prompt Shipment**

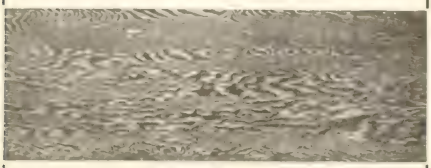
| BASSWOOD | BIRCH |
|---|---|
| 20M 4/4 No. 3 common | 70M 4/4 No. 1 com. & bet. plain |
| 30M 1&3 No. 2 and 3 common | 100M 4/4 No. 1 com. & bet. red |
| 15M 5/4 No. 1 com. and better | 5M 5/4 1st and 2nd red |
| 25M 5/4 No. 1 common | 10M 5/4 No. 1 common red |
| 10M 5/4 No. 2 common | 8M 5/4 No. 1 common plain |
| 20M 5/4 No. 3 common | 3M 6/4 1st and 2nd plain |
| 13M 6/4 1st and 2nd | 15M 6/4 1st and 2nd red |
| 15M 6/4 No. 1 common | 4M 8/4 1st and 2nd plain |
| 15M 6/4 No. 3 common | 6M 8/4 1st and 2nd red |
| **WHITE OAK** | **ROCK ELM** |
| 10M 8/4 No. 1 and No. 2 com. | 50M 8/4 No. 2 com. and better |
| **HARD MAPLE** | |
| 40M 8/4 No. 2 common and better | |

Our 1914 cut of well assorted HARDWOODS AND HEMLOCK will soon be in shipping condition.
*Send us your inquiries*
**ARPIN HARDWOOD LUMBER COMPANY**
Grand Rapids, Wis. ATLANTA, WIS.
Saw mills and planing mill at Atlanta, Wisconsin.

**LABORERS FREE**
Free of charge to employers, we supply all classes of laborers and mechanics, of any nationality.
Loggers, Railroad Graders, Cooks, Flunkies, Teamsters, Engineers, Saw-filers, Bark-Peelers, Sawyers, Swampers, Cant-hook men, and good men for general labor work.
Men pay own railroad fares to the works. We have good men on hand to work around sawmills and lumber yards by the day or by month.
Write all particulars in your first letter, wages, working conditions, etc.
Long Distance Phone Franklin 3529
**Diamond Labor Supply Co.**
32 So. Canal Street, Chicago, Ill.

**The Tegge Lumber Co.**
High Grade
Northern and Southern
Hardwoods and Mahogany
**Specialties**
OAK, MAPLE, CYPRESS, POPLAR
Milwaukee, Wisconsin

THE GLUE THAT IS APPLIED COLD



## In Flush Veneered Doors

The chief consideration is uniformly high-grade glue. Manufacturers of this modern type of door realize that its development has been retarded because the unavoidable lack of uniformity in other types of glue makes it impossible to know how long a door will stay in condition. The

## Use

Of vegetable glue insures **absolute uniformity** because of the very nature of preparing it and because every pound of our raw material is rigidly inspected.

## Vegetable Glue

Is also a rigid and permanent adherent; will not blister in sanding; has no disagreeable odor; will not deteriorate in standing—for a week if necessary; and can be applied cold without any heating application of any kind in the glue room. In addition, the average saving over former glue bills has been twenty per cent where vegetable glue is used.

**A DOOR MAKER SAYS:**

*Perkins Glue Company,*
*South Bend, Indiana.*

*Gentlemen: The convenience and economy of the use of Perkins vegetable glue, its uniformity and the satisfactory results we have obtained, together with the courtesy we have been uniformly shown by the officers and representatives of the company, prompt us to express to you our appreciation of the Perkins Glue Company and its products.*

*Yours very truly,*
*THE WHEELER, OSGOOD COMPANY,*
*RHC:S* *R. H. Clarke, Treasurer.*

**Perkins Glue Company**
**Originators and Patentees**
**805 J. M. S. Building, South Bend, Indiana**

THE GLUE THAT RUNS ABSOLUTELY UNIFORM

[illegible] although the chair factories are prob[illegible] have plants in European countries and [illegible] of their raw material on some of those [illegible] first group of concerns will, of course, [illegible] although it hardly seems reasonable to [illegible] will to any extent be hurt by the [illegible] As to the others, it is only a question [illegible] adapt themselves to the necessity of [illegible] time in the past.

[illegible] table development in building lines this [illegible] in to be any imminent prospect of labor troubles and with normal activity in plans for the erection of various structures, the field in this direction [illegible]

### NEW YORK

Trade in the metropolitan district remains quiet and uneventful. The war scare has had its effect on the lumber business, indirectly, which, coupled with the usual dull days of mid-summer, has produced an era of quiet almost without parallel. The talk is of better times to come, and soon, too, so at this time we find in the face of dull trading a feeling of real hope. Building figures show a fair amount of work in prospect for the outlying sections, though locally the outlook is not so good. The [illegible] to the opinion of those in close touch, but it is safe to say that there will be ample for immediate demands, but a slight advance in price would not be surprising. As usual at this season, local hardwood yards are showing little activity. The wave of prosperity [illegible] coming.

### BUFFALO

The demand for hardwoods shows no improvement, and with a general war going on abroad dealers are not looking for much immediate improvement. Trade is on a hand-to-mouth basis and is expected to remain so for a time, or until matters are straightened out so that export shipments can be made. Inquiries have been fewer of late, and there is not much optimism as to the immediate future, but for the long run dealers are inclined to hopefulness, believing that eventually trade will pick up in good shape.

Prices of all hardwoods have been somewhat depressed by the dullness in the market and there is not much special call for any wood, though thick oak is probably doing as well as anything. This wood is one of the necessities of wartime and it ought to feel the stimulus of new demand before long. Flooring is in fair demand for the season, but prices are somewhat depressed.

### PHILADELPHIA

The business situation at this time may be adequately described as a "watchful waiting" all round, as no one feels competent to venture a prophesy as to the outlook. Things generally are in a more or less chaotic state. Tradesmen who have gained some experience from having passed through minor wars are wisely accepting the situation abroad, and are stocking up all vacant corners with material at the prevailing low prices. These merchants evidently will be the winners when the demand is made for supplies. Prices naturally will advance augmented by a probable car shortage. The hardwood market is no exception to the general suffering, as the export market will be obliged to wait for a secure waterway; in the meantime the stocks help to swell the unused pile here, which will naturally depress values on such woods.

Taking the situation as a whole, the mills are under good control and the output will no doubt be regulated according to the demand. Oak and quartered oak has been shaded some of late: a drop in chestnut during the fortnight; cherry, maple and birch keep old friends; beech has [illegible] change in poplar; mahogany and veneers in fair demand.

### BOSTON

The past two weeks in the hardwood trade of this section has naturally been uneventful. There seems to be no current changes in values or volume. It is perhaps an even more sanguine spirit which prevails than might be expected. Dull business never attracts as much attention or is given the significance during this month that it otherwise receives. The shortage of money, the loss of export trade, the rate decision, the anti-wood-using local legislation and the attitude of Congress toward business have all had their effect in every line, but the reports of curtailment in hardwood production, the high average of mill quotations and the certain knowledge that many buyers have postponed all purchasing for the last limit of their stocks have all operated to keep hardwood prices on a reasonably satisfactory basis. The few woods which have been sold considerably under their former value, such as poplar (wide stock in

particular), gum, and in a lesser degree plain sawed eastern oak, owe their depression to other than general causes. Indications point to an inherent strength in nearly every item which will be promptly realized as soon as the present suspension of business is removed.

## BALTIMORE

That the hardwood trade does not show improvement under existing conditions will excite no surprise, but to assume that any decided setback has occurred would be erroneous. All things considered, the demand for hardwoods is far more active than might be supposed, and there are a number of wholesalers and producers who say not only that they have been holding their own, but that the demand is better in certain directions. It is common enough to find firms and corporations which state that they are doing better this month than they did in July, and what this means for the vitality of the business can be readily realized. The furniture manufacturers report that they are doing more than earlier in the summer, and that of late they have experienced an appreciable gain in the volume of their trade. As a consequence they are induced to place orders for stocks with greater freedom, so that the temporary diminution in the export movement is at least in part made up. In a general way it is to be said that orders are more numerous, but the average call is for smaller quantities, which indicates that the buyers actually need the lumber but do not want to lay in larger supplies than they have immediate use for.

Prices in the domestic market are about holding their own. Here and there accumulations at the mills are being noted, but they do not appear to be of troublesome proportions, so that the trade is devoid of extraordinary pressure. To be sure, the quotations are relatively low, with the offerings sufficiently free to check any real advance. In a way quotations are relative only, much depending upon circumstances in individual cases. Sellers will consider offers that promise to net them a profit, even though that profit does not come up to what they should get. But so far it has not been found necessary by the manufacturers to suspend operations, and there is a fair prospect that the present exigency can be tided over without real unsettlement. Certain grades of chestnut are not only very quiet, but extremely low in price. This wood appears to have gotten back to where it was a year or more ago. Oak, ash, gum, poplar and basswood are relatively satisfactory, some divisions of oak in particular having developed a comparative revival of late. The inquiry for gum keeps up, in consequence of the needs of makers of interior finish, while basswood shows spurts every now and then. The export movement, naturally enough, is in a state of suspension, but with the ocean lanes free, as far as the Atlantic is concerned, it should not be long before the forwardings are resumed. In the most extreme case there is a fair prospect that the stocks prevented from going abroad can be absorbed by augmented domestic requirements, and the members of the hardwood trade, therefore, are in a hopeful frame of mind.

## COLUMBUS

Despite the war scare and the general business depression the hardwood trade in Columbus and central Ohio is holding up fairly active. Demand appears to be steady and prices on the whole are well maintained. The best buying is being done by dealers, although some orders are received from factories making furniture and implements. The tone of the market is fair and future prospects are not considered bad.

One of the best features is the demand for stocks to keep building operations going. Activity in building circles prevails not only in Columbus but also in the cities and towns in central Ohio. Dealers are not accumulating any stocks but are buying only what they need for the present. Dealers' stocks are generally light. The same is true of dry stocks in the hands of mill owners. Shipments are coming out promptly and this means that most of the orders are for immediate delivery. Collections are not very good in most sections. Some shading of quotations is being done, but this is not sufficient to demoralize the trade and, on the whole, the price list is steadier than a month back.

Quartered oak is in good demand and prices at the Ohio river are firm. The same is true of plain oak, which is moving well. Chestnut is still strong and there is an especially good demand for sound wormy. Basswood is one of the strong points in the market. Ash is in good demand. Poplar is rather quiet, but there is some demand on the part of retailers. The wide sizes are rather quiet. Other hardwoods are unchanged.

## TOLEDO

The hardwood situation remains about normal. There is little change in the situation as the result of the European war. Buying is not particularly active, yet there is considerable buying for present needs and the present needs are as great as usual, outside of the railroad companies which are buying very little. Railroads are very conservative and are buying few ties and making but few repairs on cars, this, despite the fact that the crop movement is soon to make an unusual demand for cars, according to the big yields reported from all sections. Furniture factories are operating at their usual capacity and are in the market for their usual supplies of lumber. Cooperage stocks are exceptionally strong, owing largely to the immense apple crop harvested in the United States this

V E N E E R

We will make attractive sales on the following if we hear from you Immediately:

1 car 3/8 FAS Quartered White Oak

2 cars 3/8 FAS Plain Red Oak

2 cars ½" FAS Quartered White Oak

1 car ½" No. 1 Common Quartered White Oak

3 cars ½" FAS Plain Red Oak Rotary Veneers—our own manufacture

**Stimson Veneer & Lumber Co.**
**Memphis Tennessee**

THESE fine logs waiting to be cut for you. Send us your specifications — our price no higher, while our quality is better than most cutters'.

ADDRESS INQUIRIES TO

**Merrill Veneer Company**
**Merrill, Wisconsin**

LATEST IMPROVED DRY KILNS AND MACHINERY

**MONOGRAM BRAND**

Monogram Brand **White Oak Flooring**

Perfectly dried and worked. Made from our own timber from one boundary, insuring uniform color and texture; manufactured at our new hardwood flooring plant.

Our Specialty:
Quarter-sawed White Oak Flooring

Thicknesses ⅜" and 13/16" Standard Widths

OAK FLOORING Your inquiries solicited. Quick shipments guaranteed

**YELLOW POPLAR LUMBER CO., Coal Grove, Ohio**

**Kentucky Lumber Company**

MANUFACTURERS

POPLAR, PLAIN AND QUARTERED OAK, RED AND SAP GUM, CHESTNUT, HEMLOCK

ROUGH AND DRESSED

MILLS AT
Burnside, Ky. Williamsburg, Ky.
Sulligent, Ala.

SALES OFFICE
606 Security Trust Bldg.
LEXINGTON, KY.

**Saline River Hardwood Co.**

Main Sales Office
**Pine Bluff, Arkansas**

Manufacturers of
**Genuine Forked-Leaf White Oak**

**Red and Sap Gum**
**Red Oak and Ash**

¶ We offer to the trade a remarkably SUPERIOR lumber product.

¶ Our TIMBER is virgin forest growth of the highest type.

¶ Our MILLS are new and produce accurately manufactured stock.

¶ Our LUMBER is all KRAETZER-CURED—treated with steam under pressure directly from the saw—insuring quick drying to light weight, freedom from seasoning defects and stick-marking, splits and stain.

¶ Kraetzer-cured lumber will "stay where you put it."

¶ Dry kiln and oak flooring plant in connection.

¶ We solicit the inquiries and orders of critical and discriminating buyers.

¶ For straight cars of Yellow Pine, or mixed cars with Oak Flooring, write LONG-BELL LUMBER COMPANY, Kansas City, Mo.

[illegible] ar. Prices are holding fairly firm and [illegible]

## CINCINNATI

[illegible] down. Lumbermen of this section are of the opinion that the curtailment will more than equal the loss in exports and consequently will within thirty or sixty days prove that there is no added surplus of dry [illegible] which was predicted when the war broke out. Apparently this curtail- [illegible] export stock, the opening up of other foreign markets to which no par- [illegible] for curtailment from those factories who send their product to the countries now at war.

The domestic trade is gradually growing better and lumbermen still hope for a very good fall business. Inquiries continue very good and a fair volume of business is being booked, the movement in plain oak being rather brisk and covering all grades. There is a fair demand for quartered oak also. The demand for chestnut does not improve as much as other woods although request for sound wormy is on the increase. The call for maple is exceptionally good at this time and thick ash is in steady call. First and seconds sap gum is a good seller and is reported short in some sections. The same grade of red gum is not doing nearly so well as is also true of No. 1 common of both sap and red gum. All low grades suitable for the box makers move rapidly.

## INDIANAPOLIS

With the more or less temporary uncertainty growing out of the situation in Europe, the hardwood trade in this vicinity has naturally been a little slow during the last two weeks. It is not believed, however, that the European war is seriously going to effect the hardwood trade, unless it should be through difficulty in getting certain kinds of hardwoods from countries or possessions involved in the war.

Almost every line of business in this locality has been partly marking time, until it could be seen what effect the war might have on business in this country. Now that it is the almost unanimous opinion that the only possible effect will be to make business better in the United States, activities are being resumed. There is a slight car shortage, indicating both a resumption of activity on the part of the railroads and renewed activity in industrial lines.

## NASHVILLE

The European war situation is the overshadowing influence in the hardwood lumber trade in this territory. The export trade has been suspended since the war was declared, and lumbermen are now figuring as to what may be the ultimate result. Steps have been taken by local lumbermen to figure out just how much foreign business has been handled in this territory. It is estimated that export trade will not exceed more than ten per cent of the total, and this market will not suffer so greatly as some of those nearer the coast.

There is a fair demand for oak, ash, poplar, chestnut and other hardwoods. Local building demands are fairly active. Lumber values are an uncertain quantity, though it is the disposition to maintain prices. There is a liberal supply of hardwood lumber in the Nashville district, and if the foreign war is prolonged, it will in all probability have the effect of forcing values to a lower level. Foreign companies operate a number of plants in this territory, getting out cedar, and it is understood that these plants have suspended since hostilities started. There is a moderate demand for oak flooring. Demand for furniture has been slow.

## LOUISVILLE

The war situation is gradually clearing up, and the belief is gaining ground that the lumber business has not been so hard hit as had been thought. The fact that the countries which are cut off from the United States are the least important lumber buyers is one significant fact, and the other is that ships are going to be available for handling stock to

many of the others. Consequently, if business in general enjoys the stimulation which is expected to result from the shutting off of imports which have competed with domestic products, the lumbermen ought to have plenty to do taking care of their trade. The demand for quartered oak is good. Quartered red oak is scarce and in good call, with prices firm. Plain oak is quiet, and it has been for some time. Ash is picking up, and there is a good demand for inch, though the thicker dimensions are not in as brisk call. Wormy chestnut is selling well to panel factories, who are taking advantage of market conditions to stock up on this item. Although the prospects are excellent for the sale of farm equipment, the wagon and implement factories do not appear to be buying heavily at present.

## ST. LOUIS

There is a gradually gaining strength in the hardwood market, but it is not resuming its activity quite as fast as is wished. There is a continued good demand for plain sawed white oak and also for wide poplar boards, bone dry ash and choice red gum. Upper grades of cottonwood are also in good demand from the box-making interests. There is a rather unsatisfactory cypress market reported but it is getting better. Several large orders have been booked recently by big Southern cypress manufacturers and shipments are now going forward on them to points in the North and East. Local distributors have been purchasing freely and it is evident that there soon will be an improvement, both in demand and prices.

## LITTLE ROCK

Hardwood lumber manufacturers generally throughout the state of Arkansas are feeling serious effects from the European war disturbances. Many have closed down their mills entirely, while others have begun to operate on shortened schedules. A very large percentage of the hardwood lumber manufactured in Arkansas is exported to Europe, and the risks attendant to war and the dangers of seizure are declared by the millmen to be too great at present.

The disturbed foreign market hits with particular force the stave and heading manufacturers and also those men producing pencil timber. The pencil factories at Cotter, Ark., closed on August 8, on account of the European war. The management received several messages from Austria, the principal market, advising that all shipments be withheld. The American market for the pencil timber men has also been practically killed, as the finishing plants in this country get the composition for the inside of the pencil from the old country.

## NEW ORLEANS

Heroic measures have been taken by the hardwood mills in this section to prevent a demoralization of the domestic market that was expected to follow the embargo of freight and suspension of the export business. Curtailment of production was the only recourse, to avoid a break in interior prices, and with very few exceptions this has been recognized by Louisiana and south Mississippi mills. The export mills shut down after the declarations of war just as soon as they could dispose of the logs on hand, and those mills engaged in both domestic and export business are now running on half-time, practically reducing their output one-half. As a result of these drastic measures there has been no noticeable slump in quotations submitted to interior buyers, although the coastwise business has been depressed to a certain extent by the glutting of practically all American ports.

Approximately a thousand cars of timber and lumber and staves are tied up in this port, pending the resumption of shipping, and hardwoods comprise a large precentage. About sixty ships are being held by the steamship agents for instructions from abroad, and many of these had already loaded lumber cargoes before the embargo was placed on freight. Hundreds of cars have been returned to the mills, at a heavy expense for reloading and switching, and other shipments have been stored in the local yards and warehouses.

While the ships that cleared out of this port during the latter part of last month are thought to be safe on the other side, so far as confiscation by hostile powers is concerned, returned drafts and deferred collections have forced all of the local exporters of hardwoods to reduce their office expenses. Those who have large consignments on the water will lose heavily.

War insurance rates are so steep, ranging from fifteen to twenty-five per cent, that none of the local exporters would care to make shipments at this time, even if there were bottoms available, although it is reported that the larger lumber companies may charter their own vessels just as soon as England's supremacy on the seas is fully established.

## MILWAUKEE

Milwaukee lumbermen seem to be convinced that the European war situation will, temporarily, at least, adversely affect the lumber trade. News from various northern mills indicate that the export demand for various lines of northern hardwoods has been practically shut off and the indications are that for the time being there will be very little hardwood exported from this section. News has been received that orders for export of southern pine and hardwoods have been cancelled and the natural result will be that the southern woods will now be disposed of in the domestic market in competition with northern hemlock and hard-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Attorney in Fact, KANSAS CITY, MO.


[illegible] of the war on [illegible] and the effect [illegible] and the industries in this country.

Not [illegible] the influence of the European war [illegible] has been [illegible] the past month [illegible] cent. The improvement [illegible] during the past few weeks [illegible] but we [illegible] conservative [illegible] and [illegible] not consider that a good [illegible] has [illegible] commenced. We [illegible] the [illegible] of [illegible] and there [illegible] [illegible] on. The fall revival in the Milwaukee lumber trade usually starts about the latter part of August and it is not believed that the present season will witness an exception to the rule.

While the factory trade is still buying rather carefully and inclined to [illegible] the [illegible] hands of most of these concerns that it will be necessary for them to place larger orders, just as soon as the fall revival takes place. Dealers about the state do not seem to be stocked up to any extent and wholesalers are hopeful for a better business from this source. It is anticipated [illegible] soon as they are through with their threshing work, which will be about the end of August. There seems to be considerable building going on in [illegible] Wisconsin.

Building operations in Milwaukee have been showing a slight falling [illegible] during the past two or three months as compared with a year ago, but [illegible] plenty of business ahead in this line. Seventy-two permits were issued during the past week for structures to cost $168,984, as compared with eighty permits and an investment of $297,587 during the corresponding period in 1913.

Hardwood stocks are far from being large and the market is in such a healthy condition that no movement to cut prices is anticipated. Maple and birch are leading [illegible]

## DETROIT

Indications are that the Detroit hardwood market will not feel the effects of the European war as severely as will other hardwood centers. Detroit dealers are optimistic and expect the hardwood situation will not long feel the demoralizing influence of the war. However, they are as conservative as they are optimistic and there is a marked tendency to keep stocks low. Manufacturers are buying on a hand-to-mouth basis and dealers are generally following the same plan.

The export problem is due to react on the Detroit hardwood trade, as it affects the automobile industry. The export trade of the light motor car companies has been stopped and they are heavy users of hardwood. They have not yet curtailed their outputs as a direct result of the war and it is hoped that trade can be developed in countries heretofore supplied by the nations now at war.

There is a favorable change in the demand for finish hardwoods, oak and maple particularly, and it is expected that August will prove to be a better month, all told, than was July. The building permits for July in Detroit aggregated more than $3,000,000, and it is expected that the effect of the July permits will begin to be felt the last of August.

Southern hardwoods are reported to be off, some of them badly, in the Detroit market. Northern grades are not so affected. Prices vary but little and the demand for northern hardwoods has not appeared to suffer greatly as a result of the export suspension. The manufactured maple flooring industry of Michigan, however, bids fair to suffer as a result of the export suspension. Several Michigan companies had developed an extensive maple flooring trade abroad, and they are now reported to be curtailing their outputs.

## LIVERPOOL

The great events in Europe during the past week have naturally had a demoralizing effect on the Liverpool lumber market. Very little business has been done and the fact that banks have been closed has prevented any remunerative business. Doubtless American readers would like some review of the position. First of all sea freights are bound to advance materially. The leading steamers have been taken over by the government and it was announced at this writing that ten English liners have been taken. As American readers know, this line is used extensively by lumber shippers. Of course a very large amount of timber will be required in England, particularly ash in connection with warlike stores. The stocks in England are exceedingly heavy and prices ruling have not moved any higher. Under these circumstances shipments without definite orders are not recommended.

The mahogany position is difficult to calculate. Freights across the Atlantic are bound to go higher and this will be an important factor in values in the United States. Large stocks are now on hand but whether shipments from the African west coast will continue to come in is doubtful. Prices are ruling on the same basis, though fancy woods are not likely to be in much demand here in war time.

The automobile trade is very busy and the government has given out large orders, which will involve a reduction in lumber stocks. The opinion is given out that stocks are ample, and speculative shipments are not recommended. Brokers, however, will be able to give a better opinion in a week or fortnight. In the meantime, shippers are advised to "sit tight."

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## TIMBER FOR SALE

### 8,700 ACRES VIRGIN HARDWOODS

[illegible] a county seat. The tract is covered by [illegible] timber. Will sell in connection with this [illegible] operations. Contains valuable iron and clay deposits, also valuable water [illegible]. Communication [illegible] and other information apply to

[illegible] LAND & LUMBER COMPANY
[illegible], W. Va. Box 81

## DIMENSION STOCK WANTED

### SOUND OR WORMY SOFT MAPLE

Waste Oak and Birch Squares Wanted.

LUDOWICI-DUNN CO., Burlington, Iowa.

### WANTED

Hard Maple and Beech Squares 42", 44" 48" long, plump 1"x1". Must be clear and straight. If you have any to offer write us. Will take them dry or green.

THE COLUMBIA MFG. CO.,
New Philadelphia, Ohio

### WANTED

DIMENSION OAK

Plain and Quartered

Various sizes for chair and table factories

Send to us for specifications and prices

INDIANA QUARTERED OAK CO.

7 East 42nd Street,

New York.

## DIMENSION STOCK FOR SALE

### FOR SALE—OAK DIMENSION STOCK

1 car 2½"x21½"x25", 29" and 32".

BROWN & HARRIS LUMBER CO., Holmesville, O.

### GLUED-UP DIMENSION STOCK OR SPECIALTIES IN WOOD

We want to make connections with some concern having glued-up dimension stock or we will consider the manufacture of some specialty in wood that is commercially permanent demand.

Address Box 82, care Hardwood Record.

## TIMBER LANDS FOR SALE

### FOR SALE—ONE OF THE FINEST

Arkansas hardwood tracts of timber, consisting of about 70,000,000 feet. Up-to-date plant for manufacturing same can be purchased reasonably or leased. A rare bargain for some one. Address "BOX 70," care HARDWOOD RECORD.

## MACHINERY FOR SALE

### WOODWORKING MACHINERY BARGAINS

1—[illegible] & [illegible] band resaw.
1—[illegible] & [illegible] flat or crown surfacer.
1—[illegible] & [illegible] planer.
1—[illegible] variety moulder.
1—14" E. A. Lay & Co. light duty Boring Machine.
1—14" E. & B. Heavy Boring machine.
1—30x10 double surfacer, with divided feed rolls.
1—36x8 Berlin cabinet surfacer, with sectional rolls and chip breaker.
3—36" band saws; 1—42" band saw;
1—[illegible] band saw.
1—[illegible] 4 drum E. B. sander.
1—60" 3 drum Columbia Sander.
1—48" 3 drum Berlin Sander.

Many other woodworking machines, boilers, shafting, pulleys, belting and hangers. Corliss and automatic engines, dynamos and motors.

CLEVELAND BELTING & MACHINERY CO.,
1922 Scranton Road, Cleveland, Ohio.

### FOR SALE—COMPLETE SAW MILL

[illegible] saw and ready to run in first class condition

14 Russell engines, [illegible] 36" wheels.
Westinghouse air brakes, link and pin coupler.
8 miles of 45-lb. relaying rails, in excellent condition.
Machine [illegible] consisting of lathe, wheel press, lathe, planer, power drill, etc.
CAMPBELL LUMBER CO., Marmetton, W. Va.

## TIMBER WANTED

### WANTED—WHITE OAK TIMBER

400,000 ft. White Oak Timber 10"x14" to 12"x16". Will submit schedule upon application. 12 to 18 months in which to make deliveries.

PEACE BROTHERS, INC.,
121 State Street, Boston, Mass.

## BUSINESS OPPORTUNITIES

### WANTED—PARTNER

In wholesale Hardwood lumber business, specialties, in Philadelphia. Address

ALFRED F. BUCKLEY,
973 N. Second St., Philadelphia, Pa.

### FREE—300,000,000 FEET

Of Louisiana white oak and other hardwoods, highest quality, as bonus for investment in preferred stock of company owning 50,000 acres of land worth $60 to $100 when cleared and delivered. Five annual payments. E. E. GARRISON & CO., 522 Washington Bldg., Madison, Wis.

### BUYERS OF HARDWOODS.

Do you want to get in touch with the best buyers of hardwood lumber? We have a list, showing the annual requirements in lumber, dimension stock and veneers and panels of consumers of those materials throughout the United States and Canada. The service is free to advertisers in the RECORD. It will interest you. Write us for further information about our "Selling Lumber by Mail System."

HARDWOOD RECORD, Ellsworth Bldg.,
Chicago.

## MISCELLANEOUS

**OAK, POPLAR, ASH**

and all other hardwoods, in all grades and thicknesses, can be readily sold if advertised in the Wanted and For Sale section of HARDWOOD RECORD. If you have a large stock you want to sell try a few lines in this department and see what a lot of inquiries they will bring you.

**LIST OF SAW MILLS**

Also shingle and lath mills, creosoting plants, resawing plants, crossties, piling and stave producers in Georgia, Florida, Alabama, Mississippi, Louisiana, Texas, Tennessee and Arkansas. Shows railroad location, daily capacity pine, also hard wood capacity planers, steam and smoke kilns. $3.00 complete.

UNITED SAW MILLS CO., New Orleans, La.


If you want to get in touch with 3000 Live Wire Buyers of Hardwoods

it will pay you to find out about the Hardwood Record's

BULLETIN SERVICE

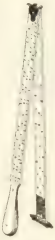
One man, who uses the service gives it credit for earning annually $10,000 for him. Write for pamphlet—

*"Selling Lumber By Mail"*

It will prove a revelation to you.

HARDWOOD RECORD
(Bulletin Dept.)
537 So. Dearborn St.,
CHICAGO


If you are not a subscriber to HARDWOOD RECORD and have a suspicion that you would like to see a copy, it is yours for the asking.

LUMBER RULES

Our own process of black enamel ink insures perfect, permanent lettering with no injury to the rule, as with burnt lettering. Double riveted head, the rivets moulded into the brass.

Tool Steel Blade
Oil Tempered
Riveted Handle

*The best of selected hickory* used exclusively.

AMERICAN RULE & MFG. CO.
Nashville, Tenn.

CHICAGO

E. H. KLANN LUMBER CO.

Cottonwood, Gum, Oak, Ash, Cypress, Yellow Pine, Dimension Stock

819 FISHER BLDG. HAR. 1187

COUNTERFEIT CHECKS

are frequent except where our

Two Piece Geometrical Barter Coin

is in use, then imitation isn't possible. Sample if you ask for it.

S. D. CHILDS & CO.
Chicago

We also make Time Checks, Steamlis and Log Hammers.

MAKE BOX SHOOKS
Up to 24" Long, or
LOOSE BARREL STAVES
Of Finest Quality and at Lowest Cost
From Cordwood, Slabs, or Other Forest Waste by the Use of Gerlach Machinery.
The Peter Gerlach Co., Cleveland, O.

Secure Better Prices

at less selling cost by reaching more customers. Hardwood Record puts you before them. All Twice a Month

ASK US ABOUT IT

GIBSON TALLY BOOK

This three-throw tally ticket cover is made from aluminum, and accommodates four tally tickets—4¼x8½ inches in size.

Folds compactly to less than one-fourth inch in thickness and fits side or inside coat pocket.

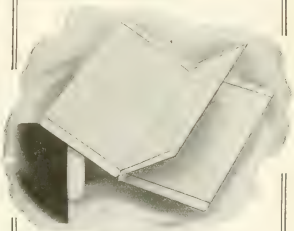
Gives large area of four tickets for complicated tallies, or straight grade can be made on one page.

Accommodates any form of tally ticket desired.

Special, patented, triplicate tally tickets supplied, printed on waterproof paper with carbon backs. Tallies made on these tickets are unalterable. Their use enables the inspector to retain triplicate, and forward original and duplicate. Duplicate designed to be attached to invoice.

These tally books are perfection for durability, convenience, accuracy, and for systematizing the inspection and measurement of lumber.

Patent applied for on covers. Copyrighted, 1910. Triplicate Tally Tickets patented.



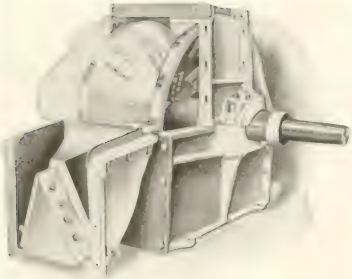
PRICE LIST

| | |
|---|---|
| Aluminum Tally Covers, each | $ 1.00 |
| Aluminum Tally Covers, per dozen | 10.00 |
| Patented triplicate Tally Tickets (stock form) per 1,000 | 10.00 |
| Single sheet manila (stock form) Tally Tickets, per 1,000 | 4.00 |

Specimen forms of Tally Tickets mailed on application. Covers sold on approval to responsible concerns.

Manufactured by

Hardwood Record
537 S. Dearborn St., CHICAGO



PROFIT FROM WASTE

THE DIAMOND DOUBLE ANVIL
HOG IS SPECIALLY ADAPTED
FOR HARDWOOD MILLS

Let Us Send You Bulletin R

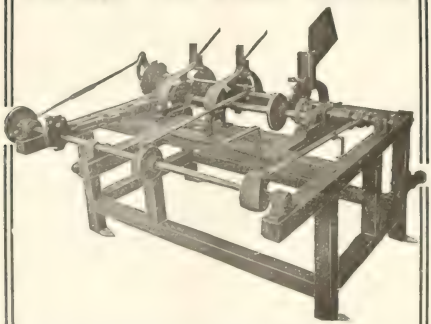
DIAMOND IRON WORKS
MINNEAPOLIS MINNESOTA

LIDGERWOOD

LOGS AT MILL AT LOWEST COST

SKIDDERS

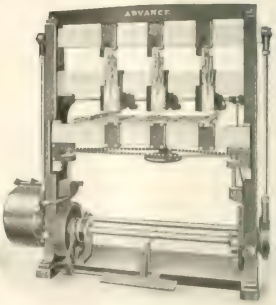
Broom Handle
CHUCKING AND BORING MACHINE



It rounds end of handle and bores small hole in other end automatically at same time. Capacity, 45,000 handles in ten hours. All the operator has to do is to keep the handles fed to the machine. Used by the largest producers. Write for details and price.

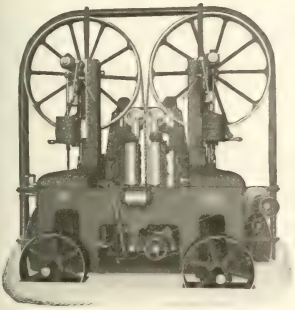
CADILLAC MACHINE CO.
Makers of Handle Makers Tools. CADILLAC, MICHIGAN

Wire Stitching Machinery




FOR
Crates, Veneer and Resawed Lumber Boxes, Also Wire and Metal Bound Boxes,
FRUIT PACKAGES, BASKETS, FIBER SHIPPING CASES, PAPER BOXES AND SPECIAL PURPOSES
ASK FOR CATALOGUE
Manufactured by
SARANAC MACHINE COMPANY
BENTON HARBOR, MICH., U. S. A.

# PERFECTION



Heavy 54-Inch Twin Band Resaw

Baltimore, Md., April 20, 1914.
Wm. B. Mershon & Co.,
Saginaw, Mich.
Gentlemen:—
Your Band mill is entirely satisfactory in every respect. Cross-cutting, ripping and resawing to perfection.
J. H. PHILLIPS MAYER COMPANY

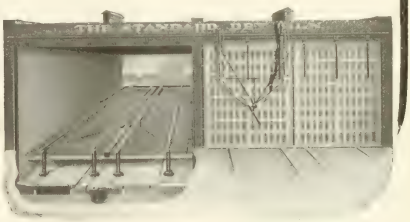
*a Specialty—Not a side line*

BAND RESAWS

**Wm. B. Mershon & Co.**
SAGINAW MICH.

℞ For satisfactory lumber drying—
Get the basic principle right,
then get the drying elements
under absolute control.
Dr. X. Perience

THE Standard Moist Air Dry Kiln exactly fills this prescription of Experience. Convincing proofs of its complete success in drying *all varieties* of HARDWOODS will be sent, with the catalog, on request. Address: The Standard Dry Kiln Co., 1559 McCarty St., Indianapolis, Ind.



ELEPHANT RUBBER **BELTING**

AIR DRILL AND AIR TOOL **HOSE**

STEAM
WATER
SUCTION

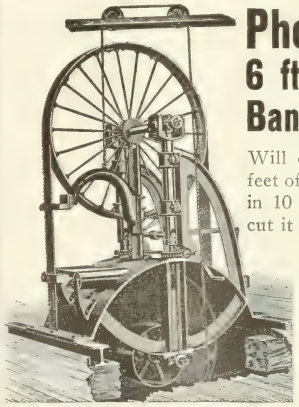
EXTRA QUALITY

Recommended for hard service and guaranteed to do the work

SELLING AGENTS
CRANE COMPANY - - - ALL BRANCHES
STANDARD EQUIPMENT CO., MOBILE, ALA
ALBANY MILL SUPPLY CO., ALBANY, GA.

**THE MECHANICAL RUBBER COMPANY**
(Chicago Rubber Works)

**307 W. Randolph Street, CHICAGO**
ESTABLISHED 1882



# Phoenix 6 ft. Pony Band Mill

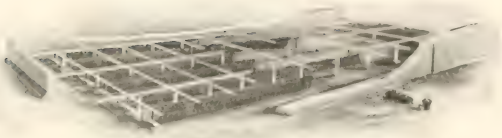
Will cut 30,000 feet of 1″ lumber in 10 hours and cut it good.

Nearly 200 of these mills sawing wood in the U. S. A.

PRETTY GOOD RECOMMENDATION, ISN'T IT?

MODERATE PRICE

**PHOENIX MFG. CO.**
EAU CLAIRE WISCONSIN



## EASY TO INSTALL

Send for Catalog

THE NATIONAL HARDWOOD DRIER

THE NATIONAL DRY KILN COMPANY, INDIANAPOLIS, INDIANA



If you want to reach the wholesale consumers of hardwood lumber throughout the United States, a HARDWOOD RECORD advertisement will do it for you.

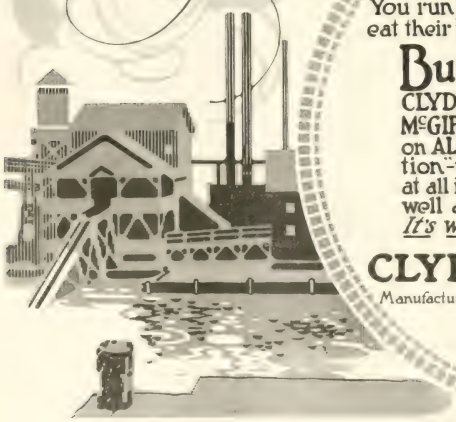
If you want to reach the hardwood manufacturers of the United States, a HARDWOOD RECORD advertisement will do it for you.

The HARDWOOD RECORD represents high-class, special, class circulation, with a minimum of waste circulation.

Ask any HARDWOOD RECORD advertiser for experience on results.



# If you shut down your mill



You run your *teams* into the stables to eat their fool heads off—*and the feed bill is a dead loss.*

But when you shut down your CLYDE REHAUL SKIDDERS and McGIFFERT LOADERS you shut down on ALL expenses except depreciation—which actually doesn't happen at all if you grease the machines up well and run them in under a roof

*It's worth considering!*

## CLYDE IRON WORKS

Manufacturers of Machines for EVERY Logging Operation

· DULUTH · U·S·A ·

*"Great Port of the Northwest"*

CLYDE

# MICHIGAN

FAMOUS FOR HARD MAPLE AND GREY ELM

# "Ideal" Steel Burnished Rock Maple Flooring

is the flooring that is manufactured expressly to supply the demand for the best. It is made by modern machinery from carefully-selected stock and every precaution is taken throughout our entire system to make it fulfill in every particular its name—"IDEAL."

ROUGH OR FINISHED LUMBER—ALL KINDS

*Send Us Your Inquiries*

**I. Stephenson Co., Trustees - WELLS, MICHIGAN**

## "Chief Brand" Maple and Beech Flooring

in 3/8, 1/2 and 13-16 and 1 1-16 inch Maple in all standard widths and grades, will commend itself to you and your trade on its merits alone

WRITE US, WE CAN INTEREST YOU

**Kerry & Hanson Flooring Co.**

GRAYLING, MICHIGAN

## EAST JORDAN LUMBER CO.

EAST JORDAN, MICHIGAN

***We offer the following Dry Stock:***

4 cars 1x7" and up No. 1 Common and Better Maple.
1 car 8/4 No. 1 Common and Better Maple.
10 cars 4/4 Full log run Beech.
5 cars 5/8 Full log run Beech.
5 cars 4/4 End dried White Maple.
1 car 4/4 No. 2 Common and Better Soft Maple.

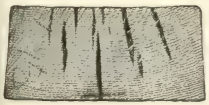
WINTER CUT PROMPT SHIPMENT BAND SAWN

"WE ARE GETTING RESULTS"
WRITES ONE ADVERTISER
This Means That He Is Getting
NEW BUSINESS
Through His Ad
If we can do it for him is there any logical reason why we can't for you?
*MAKE US PROVE IT*
HARDWOOD RECORD, CHICAGO

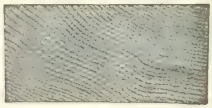
S. L. EASTMAN FLOORING CO.
SAGINAW BRAND
MAPLE FLOORING
SAGINAW, MICH.

HARDWOOD RECORD

Not only the ONLY HARDWOOD PAPER but the BEST LUMBER PAPER published



**Lumber Dried As Never Before**
SEE THE DIFFERENCE
GRAND RAPIDS DRY KILN
GRAND RAPIDS VENEER WKS., SOLE MFRS., MICHIGAN



SECURE BETTER PRICES

AT LESS SELLING COST BY REACHING MORE CUSTOMERS. HARDWOOD RECORD PUTS YOU BEFORE THEM ALL TWICE A MONTH. ASK US ABOUT IT.

# VENEERS AND PANELS


## Ahnapee Veneer & Seating Co.

HOME OFFICE, FACTORY AND VENEER MILL, ALGOMA, WIS.
VENEER AND SAWMILL, BIRCHWOOD, WIS.

We manufacture at our Birchwood plant single ply veneers of all native northern woods and deliver stock that is in shape to glue.

From our Algoma factory, where we have specialized for twenty years, we produce panels of all sizes, flat or bent to shape, in all woods, notably in Mahogany and Quarter-Sawed Oak.

We make no two-ply stock, and do not employ sliced cut quartered oak. Our quartered oak panels are all from sawed veneer.

Every pound of glue we use is guaranteed hide stock. We do not use retainers. Our gluing forms are put under powerful screws and left until the glue has thoroughly set.

If you seek a guaranteed product that is the best, based on results accomplished by most painstaking attention and study of every detail, combined with the use of the best stock and an up-to-date equipment, our product will appeal to you.

If you are a "price buyer" we probably cannot interest you.

## Custom Mill Work, Storage, Inspection

ON

### Foreign Fancy Woods, Mahogany, Cedar, Circassian

We receive the logs, store or warehouse them, manufacture them into lumber, cut or saw veneers, pile and store the product, and ship via any railroad. Also furnish inspection returns on logs or lumber. Can furnish accommodations and economies which it is impossible to secure elsewhere. We always have on our yards parcels of plain and figured African, Mexican and Cuban Mahogany, Circassian Walnut and Cedar logs, placed here for sale by direct foreign shippers, from which advantageous purchases can be made.

**Astoria Veneer Mills & Dock Co.** Long Island City, New York

TOMAHAWK VENEER & BOX CO.
Manufacturers of Draw Bottoms in Birch and Basswood, Pin Blocks, Back Panels, also Heading and American Cheese Boxes our Specialties
TOMAHAWK WISCONSIN

SEDRO VENEER COMPANY
Manufacturers of ROTARY CUT COTTONWOOD & DOUGLAS FIR VENEERS AND PANELS
SEDRO-WOOLLEY, WASHINGTON

## B. C. JARRELL & CO.

MANUFACTURERS OF

**High Grade, Rotary-Cut Gum**

## VENEERS

**Cut right; dried right; prices right**

HUMBOLDT, - TENNESSEE

## For Veneer and Panel Manufacturers

### Your Consumers' Lists Cost You BIG MONEY

We can save it all and relieve you of all the detail and effort necessary to tabulate consumers' wants. **Our Card Index System of those wants,** just out, is the result of systematic effort. It is endorsed by your competitor.

***Can You Afford to Give Him that Advantage?***

**HARDWOOD RECORD** **CHICAGO**

# WISCONSIN

WHERE THE FINEST NORTHERN HARDWOODS GROW

## Rotary Cut Veneer
and
## Built-up (3 & 5 Ply) Panels

MADE from the best Wisconsin

**Birch** **Basswood**
**Gray Elm** **Red Oak**

*Also Mahogany Panels of every grade.*

This is the stock that satisfies the manufacturer of furniture, interior finish and doors because it is cut under right conditions, perfectly seasoned and carefully handled all the way from stump to car.

***A trial order will convince you***

**The Underwood Veneer Company**
**Thomas Street** **Wausau, Wisconsin**

**Roddis Lumber & Veneer Co.**
**Marshfield, Wis.**

VENEERED PANELS
DESK TOPS TABLE TOPS
FLUSH VENEERED DOORS
WAINSCOTING BENT WORK

SAW MILLS AT PARK FALLS, WIS

## BIRCH

4-4 and thicker, No. 1 Common and Better also 4-4-5 and 6-4 Red Birch

We have on hand a complete stock (winter sawn) Red, Plain and Unselected Birch, Basswood, Soft and Rock Elm and Hardwood Lath.

LET US QUOTE YOU PRICES

**Rice Lake Lumber Co., Rice Lake, Wis.**

## *If you knew*

What our **Bulletin Service** was doing for your competitor in

***the lumber business***

you'd not only want the service yourself, but **you'd have it.** Let us tell you about it.

**Hardwood Record**
**Chicago**

Our New Mill in Phillips, Wis.

ARE YOU IN THE MARKET FOR THE BEST **Wisconsin Hardwoods?**

**Send for Price List "H. R." Today**

These Items Are in Excellent Shipping Condition

500,000' 4/4 No. 2 Common and Better Unselected Birch.
300,000' 4/4 No. 1 Common and Better Unselected Basswood.
350,000' 4/4 No. 2 Common Basswood, Rough.
400,000' 4/4 No. 3 Common Basswood, Rough.
300,000' 6/4 No. 2 Common and Better Soft Elm.
100,000' 6/4 No. 3 Common Soft Elm.
500,000' 4/4 No. 2 Common and Better Hard Maple.
1 Car 8/4 No. 2 Common and Better Basswood.
1 Car 5/4 Nos. 1, 2, and 3 Basswood.
3 Cars 4/4 No. 3 Common Ash.
5 Cars 6/4 Soft Elm Scoots.
3 Cars 6/4 Birch Scoots.
1 Car 4/4x11" and Wider 1st and 2nd Basswood.

**KNEELAND-McLURG LUMBER CO.**
**Manufacturers of Hardwoods** **PHILLIPS, WIS.**

# BUFFALO

## The Foremost Hardwood Market of the East

**BUFFALO HARDWOOD LUMBER CO.**
We want to buy for cash
OAK, ASH AND OTHER HARDWOODS
All grades and thicknesses.
Will receive and inspect stock at shipping point.
Branch yard, Memphis, Tenn.
940 Seneca Street, BUFFALO

**Hugh McLean Lumber Co.**
OUR SPECIALTY
*QUARTERED WHITE OAK*
940 ELK STREET

**T. SULLIVAN & CO.**
SPECIALTIES:
*Gray Elm, Brown Ash*
Pacific Coast Fir and Spruce
2 ARTHUR STREET

**YEAGER LUMBER COMPANY, Inc.**
SPECIALTIES:
**Oak, Ash and Poplar**
932 ELK STREET

**ANTHONY MILLER**
**HARDWOODS OF ALL KINDS**
893 EAGLE STREET

**Standard Hardwood Lumber Co.**
**OAK, ASH and CHESTNUT**
*1075 Clinton Street*

**G. ELIAS & BRO.**
**HARDWOODS**
White Pine, Yellow Pine, Spruce, Hemlock, Fir, Lumber, Timber, Millwork, Boxes, Maple and Oak Flooring
955-1015 ELK STREET

The above firms carry large and well assorted stocks of all kinds and grades of Hardwoods, and have every facility for filling and shipping orders promptly. They will be pleased to have your inquiries.

# A Fine Opportunity to Dispose of Narrow, Short and Low Grade Oak

To the oak lumber manufacturer who accumulates considerable oak lumber that can not be sold unless they put a price on it that is so low that there's no money in it, there is now offered a fine opportunity to dispose of this lumber by cutting it up into oak flooring squares like the illustration.

These squares are jointed together without

# Linderman Automatic Jointer Gluer, Clamper and Sizer

squared to the exact width. A straight tongue and groove is then cut on the two sides and ends.

The demand for these flooring squares is greatly in excess of the present output. Still there are several Southern manufacturers making these flooring squares.

One New York firm wants a good many car loads of the Linderman Flooring Squares. The prices it offers will net you, delivered New York City, practically as much as you are getting from the better grade of oak lumber.

Write today for further information and we will give you the details of the market, manufacturing costs, etc. You're not obligated in any way in asking for particulars, yet it might be of value and worth your consideration.

## Linderman Machine Company

MUSKEGON, MICHIGAN

New York City Woodstock, Ont. Knoxville, Tenn.

Manufacturers
Gum
Oak
Cypress

# General Lumber Company

Cottonwood
Maple
Elm

Memphis, Tenn.

## Little River Lumber Company

**TOWNSEND, TENN.**

WE continue cutting Hardwoods and Hemlock out of big, smooth, clean, prime logs, and we give special attention to the making of stock that is hard to make and is required in heavy thicknesses and special widths and lengths. We are in shape now to cut Poplar, in any widths or thicknesses desired. Also are getting into the mill a fine lot of Chestnut logs that can be cut to order. A little later on will be glad to talk Southern Mountain Maple with you—IT IS SURE FINE. Also Hemlock in all widths and all grades.

**We Continue to Solicit the Business of**

**Discriminating Buyers of High Grade Smoky Mountain Hardwoods and Hemlock**

## It Tells Just What the Consumers Use

ANY hardwood or veneer man considers his personal knowledge of the requirements of his own trade his greatest asset.

But he realizes that if that knowledge is confined to a limited number of concerns his sales will be the same year after year. Hence to grow he must acquire more knowledge regarding other possible customers.

Do you as a seller of hardwoods or veneers think it is good business to invest years of your time and quantities of your money to gather that knowledge when you can get logically collated first-hand and absolutely live and authentic information on thousands of such consumers and can have the use of it immediately after application?

The cost is nominal and the service is elastic in its form and can be made to fit your peculiar requirements exactly. Write now and get the benefit of the annual corrections.

HARDWOOD RECORD, CHICAGO, ILL.

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QUARTERED OAK
PLAIN OAK
CHESTNUT
BASSWOOD

White Oak Flooring

SPECIALTY
QUARTER SAWED
WHITE OAK

Coal Grove, Ohio, U. S. A.

# LUMBER CO

DON'T TALK WAR—TALK BUSINESS

# Hardwood Record

Nineteenth Year, Semi-Monthly.

CHICAGO, SEPTEMBER 10, 1914

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5-8 Soft Yellow Tennessee Panel Poplar 18 in. and over.

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1420 Chestnut Street, Philadelphia, Pa.

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**HIGH GRADE LUMBER**

QUARTERED WHITE OAK
PLAIN WHITE OAK
QUARTERED RED OAK
PLAIN RED OAK
RED GUM SAP GUM
COTTONWOOD

ALL BAND SAWN

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ELEPHANT RUBBER **BELTING**
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**HOSE**
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SUCTION
EXTRA QUALITY

Recommended for hard service and guaranteed to do the work

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**THE MECHANICAL RUBBER COMPANY**
Chicago Rubber Works

307 W. Randolph Street, CHICAGO
ESTABLISHED 1882

# MICHIGAN

FAMOUS FOR HARD MAPLE AND GREY ELM

## Michigan Hardwoods, Our Own Manufacture

Sales Department

## COBBS & MITCHELL, Inc.

CADILLAC, MICH. SEPTEMBER 2, 1914

### Dry Stock List

| | |
|---|---|
| 4/4 Ash No. 3 Common | 34 M |
| 1x6 Basswood 1s and 2s | 45 M |
| 4/4 Basswood 1s and 2s | 200 M |
| 4/4 Basswood No. 1 Common | 200 M |
| 4/4 Basswood No. 2 Common | 200 M |
| 4/4 Basswood No. 3 Common | 150 M |
| 1x3 and 4 Basswood No. 3 Common | 8 M |
| 1x5 Basswood No. 3 Common | 7 M |
| 1x6 Basswood No. 3 Common | 60 M |
| 1x7 and up Basswood No. 3 Common | 20 M |
| 4/4 Red Curly Birch 1s and 2s | ½ M |
| 4/4 Cadillac Gray Elm 1s and 2s | 100 M |
| 1x14 and up Cadillac Gray Elm 1s and 2s | 7 M |
| 4/4 Cadillac Gray Elm No. 1 Common | 100 M |
| 4/4 Cadillac Gray Elm No. 2 Common | 200 M |
| 6/4 Cadillac Gray Elm 1s and 2s | 50 M |
| 8/4 Cadillac Gray Elm 1s and 2s | 20 M |
| 8/4 Cadillac Gray Elm No. 1 and 2 Common | 17 M |
| 4/4 White Maple End Dried (Clear) | 6 M |
| 5/4 Maple Step 1s and 2s | 23 M |
| 4/4 Maple No. 3 Common | 60 M |
| 4/4 Elm, Basswood and Oak No. 4 Common | 83 M |
| 4/4 Red Oak No. 3 Common | 14 M |

*"It is not what lumber costs you, so much as what you can get out of it, that decides its value for your work."*

## MITCHELL BROTHERS CO.

DRY STOCK LIST

## MICHIGAN HARDWOODS

CADILLAC, MICH. SEPTEMBER 2, 1914

| | |
|---|---|
| 1x5 Basswood, No. 1 Common | 8 M |
| 1x6 Basswood, No. 1 Common | 19 M |
| 1x7 & up Basswood, No. 1 Common | 16 M |
| 4/4 Birch, No. 3 Common | 9 M |
| 4/4 Cadillac Gray Elm, 1's & 2's | 100 M |
| 4/4 Cadillac Gray Elm, No. 1 Com. | 100 M |
| 5/4 Cadillac Gray Elm, 1's & 2's | 18 M |
| 12/4 Cadillac Gray Elm, 1's & 2's | 5 M |
| 4/4 Soft Maple, No. 3 Common | 30 M |
| 6/4 Hard Maple, No. 1 Com. & Btr. | 3 M |
| 4/4 White Maple, End Dried (Clear) | 10 M |
| 4/4 Birdseye Maple 1's & 2's, End Dried | 1 M |
| 4/4 Basswood & Elm, No. 4 | 20 M |
| 4/4 Maple & Beech, No. 3 Common | 200 M |
| 4/4 Tamarack, Merchantable | 10 M |

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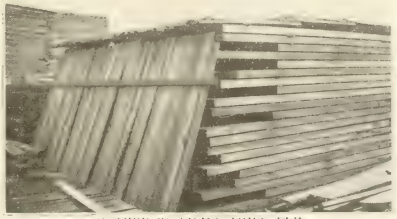

METHOD OF PILING THICK ELM

OUR LIST OF

### Dry Stock

| | As Wanted |
|---|---|
| 15 M 4/4 FAS | 9" |
| 19 M 6/4 FAS | 9½" |
| 76 M 8/4 FAS | 10" |
| 28 M 10/4 FAS | 10½" |
| 61 M 12/4 FAS | 11" |
| 52 M 16/4 FAS | 11½" |
| 90 M 4/4 No. 1 Com | 8" |
| 18 M 6/4 No. 1 Com | 8" |
| 38 M 8/4 No. 1 Com | 9" |
| 12 M 10/4 No. 1 Com | 9½" |
| 29 M 12/4 No. 1 Com | 10" |
| 21 M 16/4 No. 1 Com | 11" |
| 70 M 4/4 No. 2 Com | 7" |
| 65 M 4/4 No. 3 Com | 5" |

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For thirty-three years Wilce's Hardwood Flooring has been among the foremost on the market and because it stands today "unequaled" is the best evidence that its manufacturer has kept abreast of modern methods and the advanced demands of the trade. To convince yourself of the above statements, try our polished surface flooring, tongued and grooved, hollow backed, with matched ends and holes for blind nailing—you'll find it reduces the expense of laying and polishing.

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**The T. Wilce Company**

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- 800,000 FEET NO. 3 HEMLOCK
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ENGLISH BROWN OAK

CIRCASSIAN WALNUT

STILE, RAIL and PANEL FACES in all thicknesses.

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OAK, plain and quartered, rotary cut, red and white.

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MAPLE, bird's-eye and plain.

POPLAR, BIRCH, ELM, BASSWOOD, YEL. PINE

For faces, centers, backs, cross-banding and bottoms.

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CIRCASSIAN WALNUT,
AM. (Black) WALNUT,
RED CEDAR.

**PANELS**

1/4", 5/16", 3/8", 3-ply and 5-ply STANDARD SIZES

**HUDDLESTON-MARSH LUMBER COMPANY, 2252 Lumber St., CHICAGO, ILL.**

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**VENEERED PANELS**
ALL WOODS
SEND FOR STOCK LIST

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DOOR STOCK, CUT TO SIZE OR IN SHEETS.
POPLAR, GUM, BIRCH, BEECH, ASH, OAK, ELM, MAPLE, BASSWOOD, PINE OR CYPRESS.
CROSSBANDING, FACES, BACKS, DRAWER BOTTOMS AND BACKING.
ROTARY CUT, PLAIN OR QUARTER SAWED HARD MAPLE PIN BLOCK STOCK.
QUARTERED OAK, ETC.

BY THE CARLOAD OR L. C. L.

MILLIONS OF FEET ON HAND AT ALL TIMES

WRITE US ABOUT IT

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I have a small tract of timber, well located, in Central Southern Hardwood Belt, which will cut several million feet of FINE OAK.

Will sell to mill man at $2.50 per M ft. for the timber only—or $3.00 per M ft. for the land and timber. Reasonable terms.

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If interested write for particulars.

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HARDWOODS AND PINE
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Main Office and Yards: Knoxville

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We Want Orders for the following Dry Stock:
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Always carry large well assorted stock of all kinds of Hardwoods.

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RED OAK, WH. OAK, WALNUT

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UNPARALLELED SUCCESS

No Splitting Nor Checking
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*ASK US ABOUT IT*

# The Public Has "Caught On"

The Great American Public doesn't overlook many bets. It knows a good thing when it sees it, and puts the O. K. of its approval on most of the products that are worth while. That is why the revival of **American Black Walnut** has been accomplished so easily. The intrinsic qualities of the wood, coupled with the vogue of browns in the furniture and interior finish fields, made it easy to re-establish it with those discriminating consumers whose example is so quickly followed by the trade at large. If you use hardwoods, you cannot afford to overlook **American Black Walnut.** Get in touch with the manufacturers whose stock, ready to ship, is listed below.

### SANDERS & EGBERT COMPANY
**Goshen, Indiana**

WALNUT

| | | | |
|---|---|---|---|
| 1/2" 1st & 2nds.. | 36,000' | 5/4" No. 1 Com.. | 11,500' |
| 5/8" 1st & 2nds.. | 36,500' | 6/4" No. 1 Com.. | 2,700' |
| 3/4" 1st & 2nds.. | 55,200' | 8/4" No. 1 Com.. | 14,300' |
| 4/4" 1st & 2nds. | 24,600' | 1/2" No. 2 Com.. | 4,500' |
| 5/4" 1st & 2nds.. | 6,350' | 5/8" No. 2 Com.. | 2,500' |
| 6/4" 1st & 2nds.. | 6,000' | 3/4" No. 2 Com.. | 22,600' |
| 8/4" 1st & 2nds.. | 8,300' | 7/8" No. 2 Com.. | 200' |
| 4/4" Clearface .. | 14,200' | 5/4" No. 2 Com.. | 4,100' |
| 1/2" No. 1 Com.. | 18,000' | 6/4" No. 2 Com.. | 900' |
| 5/8" No. 1 Com.. | 17,000' | 4/4" No. 2 Com. | |
| 4/4" No. 1 Com.. | 22,000' | Shorts ..... | 10,000' |

### GEO. W. HARTZELL
**Piqua, Ohio**

WALNUT

1st & 2nds

| | | | |
|---|---|---|---|
| 5/8" ..... | 2,500' | 6/4" ..... | 5,900' |
| 3/4" ..... | 17,500' | 8/4" ..... | 8,900' |
| 4/4" ..... | 11,700' | 10/4" ..... | 1,500' |
| 5/4" ..... | 12,500' | 12/4" ..... | 700' |
| 6/4" ..... | 9,700' | 3/4" to 4" Thick Fine Figured Boards, Panels and Plank ..... | 15,000' |
| 8/4" ..... | 16,200' | | |
| 10/4" ..... | 7,000' | Special Heavy Plank, 4" to 6" thick..... | 8,000' |
| 12/4" ..... | 9,500' | | |
| 16/4" ..... | 2,300' | 4/4" Clear Face, 6" and up wide ..... | 10,000' |
| 5/8" Special Clear | 48,000' | | |

No. 1 Common

| | | | |
|---|---|---|---|
| 3/4" ..... | 5,000' | All stock band sawn, equalized and dry. Prompt shipments. | |
| 4/4" ..... | 23,500' | | |
| 5/4" ..... | 6,700' | | |

### PICKREL WALNUT COMPANY
**St. Louis, Mo.**

WALNUT

1st and 2nds

| | | | |
|---|---|---|---|
| 5/8" ..... | 20,000' | 4/4" ..... | 80,000' |
| 3/4" ..... | 15,000' | 5/4" ..... | 12,000' |
| 4/4" ..... | 100,000' | 6/4" ..... | 14,000' |
| 5/4" ..... | 20,000' | 8/4" ..... | 180,000' |
| 6/4" ..... | 30,000' | 10/4" ..... | 8,000' |
| 8/4" ..... | 22,000' | 12/4" ..... | 6,000' |
| 10/4" ..... | 10,000' | | |
| 12/4" ..... | 8,000' | No. 2 Common | |
| | | 4/4" ..... | 50,000' |
| No. 1 Common | | 5/4" ..... | 12,000' |
| 5/8" ..... | 20,000' | 6/4" ..... | 13,000' |
| 3/4" ..... | 15,000' | 8/4" ..... | 12,000' |

Plain Wood Cut to Order

VENEERS

Figured Walnut Logs — Figured Walnut Veneers

### H. A. McCOWEN & COMPANY
**Salem, Indiana**

WALNUT

| | | | |
|---|---|---|---|
| 5/8" 1st & 2nds. | 110,000' | 16/4" 1st & 2nds. | 3,200' |
| 3/4" 1st & 2nds. | 135,000' | 4/4" No. 1 Com. | 420,000' |
| 4/4" 1st & 2nds. | 292,000' | 5/4" No. 1 Com. | 110,000' |
| 5/4" 1st & 2nds. | 82,000' | 6/4" No. 1 Com. | 89,000' |
| 6/4" 1st & 2nds. | 46,000' | 8/4" No. 1 Com. | 62,000' |
| 8/4" 1st & 2nds. | 41,000' | 9/4" No. 1 Com. | 4,000' |
| 9/4" 1st & 2nds. | 7,000' | 10/4" No. 1 Com. | 3,000 |
| 10/4" 1st & 2nds. | 3,500' | 12/4" No. 1 Com. | 3,000' |
| 12/4" 1st & 2nds | 7,000' | 16/4" No. 1 Com. | 1,200' |

All thicknesses in No. 2 Common

### EAST ST. LOUIS WALNUT COMPANY
**East St. Louis, Ill.**

COMMON WALNUT

| | | | |
|---|---|---|---|
| 3/8" 1st & 2nds. | 50,000' | 3/8" No. 1..... | 50,000' |
| 1/2" 1st & 2nds. | 110,000' | 1/2" No. 1..... | 30,000' |
| 5/8" 1st & 2nds. | 160,000' | 5/8" No. 1..... | 85,000' |
| 3/4" 1st & 2nds. | 135,000' | 3/4" No. 1..... | 150,000' |
| 4/4" 1st & 2nds. | 98,000' | 4/4" No. 1..... | 220,000' |
| 5/4" 1st & 2nds. | 72,000' | 5/4" No. 1..... | 46,000' |
| 6/4" 1st & 2nds. | 34,000' | 6/4" No. 1..... | 31,000' |
| 8/4" 1st & 2nds. | 21,000' | 8/4" No. 1..... | 15,000' |
| 10/4" 1st & 2nds. | 6,000' | 10/4" No. 1..... | 2,000' |
| 12/4" 1st & 2nds. | 12,000' | 12/4" No. 1..... | 9,000' |

### PENROD WALNUT & VENEER CO.
**Kansas City, Mo.**

WALNUT

| 1st and 2nds | | No. 1 Common | |
|---|---|---|---|
| 5/8" ..... | 40,000' | 5/8" ..... | 40,000' |
| 3/4" ..... | 49,000' | 3/4" ..... | 50,000' |
| 4/4" ..... | 73,000' | 4/4" ..... | 300,000' |
| 5/4" ..... | 12,000' | 5/4" ..... | 30,000' |
| 6/4" ..... | 9,000' | 6/4" ..... | 14,000' |
| 8/4" ..... | 11,000' | 8/4" ..... | 3,000' |
| 10/4" ..... | 1,800' | 10/4" ..... | 3,000' |

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In Stock Ready for Shipment, 3,000,000 Feet of Figured Walnut Butt Veneers and 2,000,000 Feet of Figured Walnut Long Veneers.

We Furnish Plain Walnut Veneers. Any Thickness. Cut to Size

### THEODOR FRANCKE ERBEN, GMBH
**Cincinnati, Ohio**

WALNUT

| | | | |
|---|---|---|---|
| 3/8" 1st & 2nds. | 30,000' | 3/4" No. 1 Com. | 50,000' |
| 1/2" 1st & 2nds. | 100,000' | 4/4" No. 1 Com. | 10,000' |
| 5/8" 1st & 2nds. | 150,000' | 5/4" No. 1 Com. | 24,000' |
| 3/4" 1st & 2nds. | 119,000' | 6/4" No. 1 Com. | 29,000' |
| 4/4" 1st & 2nds. | 75,000' | 8/4" No. 1 Com. | 50,000' |
| 5/4" 1st & 2nds. | 60,000' | 10/4" & up No. 1 Com. ..... | 1,000' |
| 6/4" 1st & 2nds. | 32,000' | | |
| 8/4" 1st & 2nds. | 33,000' | 4/4" No. 2 Com. | 15,000' |
| 10/4" & up 1st & 2nds ..... | 16,000' | 5/4" & 6/4" No. 2 Com. ..... | 24,000' |
| 3/8" No. 1 Com. | 14,000' | | |
| 1/2" No. 1 Com. | 20,000' | 10/4" & up No. 2 Com. ..... | 4,000' |
| 5/8" No. 1 Com. | 80,000' | | |

Dry stock ready for shipment.

### FRANK PURCELL
**Kansas City, Missouri**

Prime

**WALNUT LOGS**

For Export

**FIGURED WALNUT LOGS**

**FIGURED WALNUT BUTTS**

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**Kansas City Plant**

**Exclusively**

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American and Circassian Figured and Plain VENEERS and LUMBER

**Helena, Ark., Plant**

**Exclusively**

**Rotary Cut Veneers**

Oak, Ash
Red Gum, Elm
Poplar
Cypress
Yellow Pine
DRY AND FLAT
LATHES UP TO 104″

## PENROD-JURDEN-McCOWEN LUMBER COMPANY

**Band Mills & Offices: Brasfield, Ark.**

Ready for immediate shipment

RED GUM

| QUARTERED | PLAIN |
|---|---|
| 2 cars 4/4″ 1s and 2s. | 3 cars 4/4″ 1s and 2s. |
| 1 car 5/4″ 1s and 2s. | 2 cars 5/4″ 1s and 2s. |
| 1 car 6/4″ 1s and 2s. | 1 car 6/4″ 1s and 2s. |
| 2 cars 8/4″ 1s and 2s. | 3 cars 8/4″ 1s and 2s. |
| | 1 car 10/4″ 1s and 2s. |
| 3 cars 4/4″ No. 1 Com. | 3 cars 4/4″ No. 1 Com. |
| 1 car 5/4″ No. 1 Com. | 2 cars 5/4″ No. 1 Com. |
| 1 car 6/4″ No. 1 Com. | 2 cars 6/4″ No. 1 Com. |
| 2 cars 8/4″ No. 1 Com. | 3 cars 8/4″ No. 1 Com. |
| | 2 cars 10/4″ No. 1 Com. |

**The Famous Cache River Red Gum**

**Band Sawn—Dry—Flat**

Plain and Quarter Sawn Red and White Oak always in stock

We make the BEST LUMBER that modern equipment and a perfect organization can produce.

Our Oak is soft in texture, even, white in color and our Quartered Oak cannot be excelled for figure.

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*"Manufacturers"*
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## The W. E. Heyser Lumber Company

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BRANCH YARDS AND MILLS
West Virginia, Mississippi, Arkansas & Kentucky

12,000,000 ft. High Grade West Virginia and Southern Hardwoods in stock at all times.

Shipments made direct from our own yards and mills in straight or mixed cars.

**SEND US YOUR INQUIRIES**

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strongest circulation is in the region where things are made of wood—WISCONSIN, MICHIGAN, ILLINOIS, INDIANA, OHIO, PENNSYLVANIA, NEW YORK and the East. **It's the BEST sales medium for hardwood lumber.**

# NASHVILLE

## THE LOGICAL PLACE TO BUY HARDWOODS

THE following is a list of stocks offered to the consuming trade by the hardwood lumbermen of Nashville. The character of the timber from which Nashville hardwood men secure their stocks places them in a peculiarly strong position as far as quality of lumber is concerned. Nashville lumbermen have always been noted for their strict adherence to all terms of sale, and in short have an enviable reputation for making good both as to the quality of lumber and as to grading.

The members of the Nashville hardwood trade solicit your attention to these facts and an opportunity of demonstrating their truthfulness.

### MORFORD LUMBER CO.

42,000 ft. 4/4 1s & 2s Pl. Red Oak.
24,000 ft. 4/4 No. 1 Common Plain Red Oak.
12,000 ft. 5/4 1s & 2s Pl. Red Oak.
14,000 ft. 8/4 1s & 2s Pl. Red Oak.
64,000 ft. 4/4 1s & 2s Pl. Wh. Oak.
35,000 ft. 4/4 No. 1 Common Plain White Oak.
8,000 ft. 5/4 1s & 2s Pl. Wh. Oak.
4,000 ft. 5/4 No. 1 Common Plain White Oak.
15,000 ft. 4/4 1s and 2s Qtd. White Oak.
1 car of 10/4 and 12/4 No. 1 Common and Better Ash.
1 car of 5/4 No. 1 Common Poplar.
1 car of 4/4 11" and 12" Poplar Box Boards.

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3,100 ft. 1" 1s and 2s Poplar, 24" and up.
9,500 ft. 1" 1s and 2s Poplar, 18" to 23".
15,000 ft. 1" 1s & 2s Poplar, regular.
12,000 ft. 1" Sap Poplar.
14,000 ft. 1" No. 1 Common Poplar.
16,000 ft. 5/4 No. 1 Com. Poplar.
40,000 ft. 6/4 No. 1 Com. Poplar.
16,000 ft. 8/4 1s and 2s Poplar.
60,000 ft. 1" 1s and 2s Qtd. White Oak.
20,000 ft. 1" 1s and 2s Plain White Oak.
2,400 ft. 1" 1s and 2s Qtd. White Oak, 14" and up.

### TENNESSEE OAK FLOORING CO.

3 cars 4/4 1s and 2s Plain White Oak.
20 cars 4/4 1s and 2s Plain Red Oak.
30 cars 4/4 No. 1 Common Plain Red Oak.
8 cars 4/4 No. 1 Common Plain White Oak.
10 cars 4/4 No. 2 Common Plain Red Oak.
5 cars 4/4 No. 2 Common Plain White Oak.
1 car 4/4 Clear Plain R. and W. O. Strips, 2½-5⅛-inch.
2 cars 4/4 Common Plain R. and W. O. Strips, 2½-5⅛-inch.
2 cars 4/4 1s and 2s Quartered White Oak.
10 cars 4/4 No. 1 Common Quartered White Oak.
1 car 5/4 10-inch and wider, 1s and 2s Plain Red Oak.
1 car 6/4 10-inch and wider, 1s and 2s Plain Red Oak.
3 cars 8/4 1s and 2s Plain Red Oak.
2 cars 8/4 No. 1 Common Plain Red Oak.
1 car 6/4 1s and 2s Plain Red Oak.
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25,000 ft. 6/4 1s and 2s Chestnut
30,000 ft. 4/4 No. 1 Common Chestnut
40,000 ft. 5/4 No. 1 Common Chestnut
12,000 ft. 8/4 No. 1 Common Chestnut
15,000 ft. 5/8 1s and 2s Poplar, 7" and up
30,000 ft. 4/4 1s and 2s Poplar, 7" and up
15,000 ft. 5/4 1s and 2s Poplar, 7" and up
25,000 ft. 6/4 1s and 2s Poplar, 7" and up
12,000 ft. 5/4 Sap Poplar, 5" and up
13,000 ft. 6/4 Sap Poplar, 5" and up
40,000 ft. 5/4 No. 1 Common Poplar, 5" and up
30,000 ft. 6/4 No. 1 Common Poplar, 5" and up

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200,000' ¾"x2" Clear Plain Red
200,000' 13-16" x 2¼" Clear Plain Red
70,000' 13-16" x 2¼" Clear Qtd. White
15,000' ½"x2" Clear Qtd. Red
30,000' ⅝"x2¼" Clear Qtd. Red
20,000' 13-16" x 2¼" Sap Clear Qtd. White

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50 M' 4/4 No. 2 Common Plain Red Oak
50 M' 4/4 No. 1 Common Qtd. White Oak
20 M' 12/4 1s and 2s Qtd. White Oak
5 M' 12/4 No. 1 Common Qtd. White Oak

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50M 4/4 1s & 2s Plain Red Oak
100M 4/4 No. 1 Common Plain Red Oak
25M 4/4 No. 2 Common Plain Red Oak
100M 4/4 No. 1 Common Plain White Oak
25M 4/4 No. 2 Common Plain White Oak
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| 6 Cars | 4/4 | 6" | & | wider | 1st & 2nds | Red | Gum. |
| 3 Cars | 4/4 | 13" | & | wider | 1st & 2nds | Red | Gum. |
| 3 Cars | 4/4 | 9" | & | wider | Log Run | Red | Gum. |
| 3 Cars | 4/4 | 6" | & | wider | 1st & 2nds | Red | Gum. |
| 2 Cars | 4/4 | 6" | & | wider | 1st & 2nds | White | Oak |
| 2 Cars | 4/4 | 9" | & | wider | 1st & 2nds | White | Oak |
| 2 Cars | 4/4 | 6" | & | wider | 1st & 2nds | White | Oak |
| 2 Cars | 5/4 | 6" | & | wider | 1st & 2nds | White | Oak |
| 2 Cars | 4/4 | 6" | & | wider | 1st & 2nds | White | Oak |
| 2 Cars | 4/4 | 6" | & | wider | 1st & 2nds | White | Oak |
| 2 Cars | 4/4 | 6" | & | wider | 1st & 2nds | Red | Gum. |
| 1 Car | 5/4 | 6" | & | wider | 1st & 2nds | Red | Gum. |
| 1 Car | 8/4 | 6" | & | wider | 1st & 2nds | Red | Gum. |
| 1 Car | 5/4 | 6" | & | wider | 1st & 2nds | Red | Gum. |
| 1 Car | 8/4 | 6" | & | wider | 1st & 2nds | Red | Gum. |
| 1 Car | 5/4 | 6" | & | wider | No. 1 | Com. Red | Gum. |
| 1 Car | 8/4 | 6" | & | wider | No. 1 | Com. Red | Gum. |
| 1 Car | 4/4 | 6" | & | wider | No. 1 | Com. Red | Gum. |
| 1 Car | 5/4 | 6" | & | wider | No. 1 | Com. Red | Gum. |
| 1 Car | 8/4 | 6" | & | wider | No. 1 | Com. Red | Gum. |
| 1 Car | 4/4 | 6" | & | wider | No. 1 | Com. Red | Gum. |
| 1 Car | 5/4 | 6" | & | wider | No. 1 | Com. Red | Gum. |
| 1 Car | 6/4 | 6" | & | wider | No. 1 | Com. Red | Gum. |
| 1 Car | 8/4 | 6" | & | wider | No. 1 | Com. Red | Gum. |
| 3 Cars | 4/4 | 6" | & | wider | No. 1 | Com. Red | Gum. |
| 3 Cars | 4/4 | x13" | & | wider | No. 1 | Com. Red | Gum. |
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| 6 Cars | 3/4" | 1st | & | 2nds | Plain | Red | Oak. |
| 8 Cars | 4/4" | 1st | & | 2nds | Plain | Red | Oak. |
| 2 Cars | 5/8" | 1st | & | 2nds | Plain | Red | Oak. |
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40M ft. 4/4 1st & 2nds Birch
40M ft. 4/4 No. 3 Common Birch
10M ft. 6/4 No. 3 Common Birch
50M ft. 5/4 1st & 2nds Basswood
170M ft. 4/4 Firsts & 2nds Basswood 12" and wider
100M ft. 5/4 No. 2 Common & Better Beech
500M ft. 6/4 No. 2 Common & Better Beech
40M ft. 8/4 No. 2 Common & Better Beech
150M ft. 6/4 No. 3 Common Beech
100M ft. 6/4 No. 3 Common Elm
50M ft. 4/4 No. 3 Common & Better White Pine

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| | |
|---|---|
| 16/4 1s & 2s, 8" and up | 124,500 ft. |
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| 16/4 No. 2 C. & B., 4 to 7 inch | 9,000 ft. |
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| 12/4 No. 1 Com. | 26,000 ft. |
| 10/4 1s & 2s, 8" and up | 163,200 ft. |
| 8/4 1s & 2s, 8" and up | 180,200 ft. |
| 8/4 No. 1 Com., 8" and up | 8,200 ft. |
| 8/4 heart culls | 72,000 ft. |
| 6/4 1s & 2s, 8" and up | 285,000 ft. |
| 5/4 1s & 2s, 8" and up | 165,800 ft. |
| 5/4 Birds Eye | 920 ft. |
| 4/4 Birds Eye | 480 ft. |
| 4/4 Wilkins | 97,500 ft. |
| 4/4 1s & 2s, 8" and up | 650,000 ft. |
| 4/4 Heart culls | 64,200 ft. |
| 4/4 Plank run | 37,000 ft. |

### BIRCH

| | |
|---|---|
| 5/4 No. 2 C. & B. | 6,200 ft. |
| 5/4 No. 3 Com. | 3,000 ft. |
| 4/4 No. 1 Com. | 52,000 ft. |
| 4/4 No. 2 C. & B. | 183,200 ft. |
| 4/4 No. 2 Com. | 28,000 ft. |
| 4/4 No. 3 Com. | 93,500 ft. |

### BEECH

| | |
|---|---|
| 6/4 No. 2 C. & B. | 35,000 ft. |
| 6/4 No. 3 Com. | 68,000 ft. |
| 5/4 No. 2 C. & B. | 109,000 ft. |
| 5/4 No. 3 Com. | 31,000 ft. |
| 4/4 No. 1 C. & B. | 53,000 ft. |
| 4/4 No. 2 & 3 Com. | 859,000 ft. |
| 4/4 No. 3 Com. | 57,000 ft. |

### BASSWOOD

| | |
|---|---|
| 4/4 No. 2 C. & B. | 446,000 ft. |
| 4/4 No. 3 Com. | 30,000 ft. |

### ELM

| | |
|---|---|
| 4/4 Full cut | 26,000 ft. |

### ASH

| | |
|---|---|
| 4/4 Full cut | 18,000 ft. |

### CHERRY

| | |
|---|---|
| 4/4 Full cut | 1,600 ft. |

### OAK

| | |
|---|---|
| 4/4 Full cut | 6,000 ft. |

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SUBSCRIPTION TERMS: In the United States and its possessions, and Canada, $2.00 the year, in foreign countries, $3.00 extra postage.

In conformity with the rules of the postoffice department, subscriptions are payable in advance, and in default of written orders to the contrary, are continued at our option.

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Both display and classified advertising rates furnished upon application. Advertising copy must be received five days in advance of publication date.

Entered as second-class matter May 26, 1902, at the postoffice at Chicago, Ill., under act of March 3, 1879.



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**Foreign and Domestic Woods In Logs, Lumber and Veneers**

11th Ave. and 25th Street
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910 So. Michigan Avenue
CHICAGO

# Hardwood Record

Published in the Interest of the American Hardwood Forests, the Products thereof, and Logging, Saw Mill and Wood-Working Machinery, on the 10th and 25th of each Month, by

THE HARDWOOD COMPANY

Edgar H. Defebaugh, President
Edwin W. Meeker, Managing Editor
Hu Maxwell, Technical Editor

Entire Seventh Floor Ellsworth Building
537 So. Dearborn Street, CHICAGO
Telephones: Harrison 8086-8087-8088

Vol. XXXVIII CHICAGO, SEPTEMBER 10, 1914 No. 10

## *Review and Outlook*

### General Market Conditions

FOR THE BENEFIT of those most inclined to immediate blue funk upon the appearance of any condition which is not entirely normal and which requires a little more thought and, perhaps, a little more courage and resourcefulness to meet than conditions during normal times, HARDWOOD RECORD asks them to consider the significance of the fact that during the month of August the steel mills ran to almost normal capacity and that the general outlook in that barometer of business conditions is surprisingly good, considering the disorganization in financial and industrial affairs generally as a result of the European struggle immediately following the general depression throughout this country. That this impetus in demand for steel products comes entirely from the new business secured in markets heretofore taken care of by foreign manufacturers is improbable. It is apparent, then, that the domestic business as far as steel is concerned is looking up. On the other hand, there has actually been an increase in foreign trade, or at least in immediate prospects for new business abroad as instanced by recent active inquiries from England and Italy. By referring to other editorials in this issue, the reader can secure the details of these developments. The significant fact is presented that English and European mills are absolutely unable to fill either the domestic or foreign requirements, the significance being mainly in the fact that this will leave us markets heretofore taken care of by these mills and now entirely open to American trade. Furthermore, the very favorable size of the requirements of English and Italian purchases means that the markets there created will have a very beneficial effect on steel in general. For instance, the Italian government will very shortly require 150,000 tons of steel for the ordnance to be used in the navy. This will unquestionably be followed up by similar orders within the next few months and when it is considered that England and perhaps France and other belligerent and neutral nations will feel the same necessity for purchasing, the importance of the total becomes very apparent as an indication of prosperity in this line.

It is not claimed that this will have a direct effect upon the lumber business, but it is a too well established fact to be overlooked that conditions in the steel industry reflect conditions in general. Thus the logical deduction is that increased prosperity will result to general business in this country.

It is a question as to whether this development in steel is more important than the attitude of the farmers. It used to be that the farmer philosopher solved the affairs of the nation and the world, in his own mind at least, over the cylinder stove in the corner store. He was very sensitive to conditions in other lines, or at least thought he was, as he allowed his mental condition to be affected by what he heard through the stale columns of his local paper. That there seems to be an entirely different attitude at present is established by substantial authority. Successful farmers are almost without exception giving their undivided attention to the prospects of realizations from the tremendous crops of this year, and are indifferent to the war situation and its effect on business in general in this country. They know that they have a tremendous asset and they are determined to make the most of it. There are tremendous possibilities for good to the country from this attitude, as it was a pre-admitted fact that if farmers stood together for full value from their big crops the result would be a tremendous increase in the purchasing power of our big farming population. The possibility was there in the crops and needed only the support of the farmers themselves. With this support evident, it can be logically anticipated that the farming element will be more prosperous in the next few months than it has been for years.

In another part of this issue, HARDWOOD RECORD refers to the fact that if each farmer were to add 1,000 feet to his lumber purchase for the coming year the total increase would exceed many times over the export trade lost through the war. It is, perhaps, not probable that the average increase will be 1,000 feet, but if it is a small fraction of that the only change in the relations between supply and demand will be for the better.

The only unfavorable situation among the agriculturists is seen in the South, where cotton has fallen off very considerably, and there the growers are showing a disposition to forego all luxuries on account of reduced purchasing power. It does not seem likely that cotton consuming interests in this country will be able to develop sufficiently to take care of the surplus which would have gone abroad, but it is probable that the falling off in cotton values was effected to a great extent by the general situation. That the English and French navies will be able to keep the seas open to merchants is absolutely certain and with the decision of Italy to cast its lot with the allies, which decision now seems certain, the probability of free shipments of commodities for English consumption seems doubly assured. Of course, working time will be considerably reduced at the textile mills as well as other industrial lines in England, but it is reasonable to suppose that those plants will be kept going at least in a moderate way even during the war period as a tremendous amount of textiles will be absolutely necessary. Thus it is reasonable to hope that cotton values will show an upward tendency even though they do not reach normal levels this year. The purchasing power of the

almost any other line. This may be as much on account of the mental attitude of the lumbermen as for any other reason, as they are generally located far from points of consumption and are forced to make their own decisions. As a consequence they ordinarily follow a conservative policy. The result is readily seen in the South, where there has been considerable shutting down of mills and cutting of log purchases. What the next few months will develop cannot be seen at this time, although movement will result within two or three months in the greatest

back to normal, which they will ultimately in spite of everything. Business men must reckon with the decreased purchasing power of the population due to their conservative policy at the present time, as the general shutting down of industries will result seriously for a large percentage of the laboring population. This fact should be given due consideration now before it is too late. It takes courage to continue manufacturing in the face of present conditions — the same brand of courage that has made the country what it is today in the short period in which it has been upbuilding. If ever American business men needed courage and foresight they need it now.

## The Cover Picture

THE ILLUSTRATION which appears on the front cover of this issue of HARDWOOD RECORD represents a white oak tree which has grown in open ground and for that reason it has a short trunk and a large crown. A tree of that character has little value for lumber. What there is

Nearly all trees from which the valuable English oak is cut are of that short-trunked type, because they grow in open stands where limbs are many and spread wide.

The most interesting part of the picture, in the estimation of most persons, is the rustic scene beneath its shade and in the foreground. It is the old "worm fence" of split rails, and the old-fashioned farm gate across the lane. This is a typical rural scene of former years, and is still common in some parts of the country, though scarce in others. These are the kind of rails which Lincoln mailed. Formerly most fences were made of them; but at this time farmers generally prefer to saw boards for fences. Timber goes further that way.

The photograph was taken in Putnam county, Tennessee. Nearly all the cleared land in the state was at some time fenced with split rails. Many of the fences have been rebuilt five or six times since the country was settled. Gradually the rail fence is giving way to those made of posts and boards; but first and last, an enormous number of rails were used in Tennessee. Timber to make a mile of rail fence is sufficient to saw 75,000 feet of lumber. No man knows how many

that state, counting renewals. The logs for that production of rails have not measured much under 10,000,000,000 feet.

As a rule, the very finest timber was picked for rails when farmers cleared land. All that was not first-class was burned in the clearings. White oak and chestnut have been the principal rail timbers in regions where they were plentiful. They split easily and last well; but many others have been used if at hand. Hundreds, probably thousands, of miles of fence in Tennessee were of red cedar rails; but the wood is now too scarce for that use, and miles of old cedar rails in that state have been sold to manufacturers of lead pencils in recent years. During early times in Indiana, and likewise in other states, hundreds of miles of fence were made of black walnut rails. During the Civil War, miles of such fences were bought by makers of musket stocks.

Refer again to the picture and take note of the waste in such a fence. Eleven linear feet of rails are required to fence eight linear feet. That is because the panels run zigzag, and because the ends of the rails project too far. Note another loss, in the amount of ground which the rail fence withholds from agriculture. Fence corners are usually abominations of weeds, briers, and brush, as those are in the picture. A farmer may keep such corners clean, but he seldom does it, and an "old fence row," as the farmer designates it, is an unsightly feature of too many old farms. The passing of the rail fence calls for few regrets from progressive agriculturists or lumbermen.

## The Opinion of a Man Who Knows

The following is verbatim copy of a full page advertisement which appeared in a recent issue of a Chicago daily, which was inserted by the president of one of the largest, most successful advertising agencies in the city. Hardwood Record publishes it without comment in the belief that it offers food for thought. Think!

It is inconceivable that any merchant or manufacturer should curtail—or curtail—his advertising just when the country is on the threshold of a tremendous harvest—the natural harvest of our own unprecedented crops and the logical harvest consequent on the war in Europe.

It is under such conditions as these that advertising reaches the zenith of its power. The man who listens to the yellow pessimist and sits back to "wait for things to settle down," is yielding his common sense and enterprise to the baneful influence of idle sentiment, and actually starving the goose that lays the golden egg.

To all my clients I have sent this definite, uncompromising and cheerful message: "Keep the columns of the daily newspaper bristling with your announcements and thus open wide your doors for the flood of prosperity that is bound to rush in. Make hay while the sun shines. We won't have another chance like this in a hundred years."

I have noticed with a feeling of profound disgust the conservatism and business cowardice that have set in in America since the Kaiser threw down the gage of battle. We, the very people who will logically profit by the war abroad—and profit immeasurably—are acting as though we were at war ourselves. We are talking blue things, pinching the pennies, cutting down our advertising and forcing prosperity to stand back.

As a matter of fact this is the very hour when we should rush into print to a greater extent than ever before. Unless the earth opens and swallows us up, there will be greater prosperity in America this fall than ever in the history of the Republic. We are not at war. We are not likely to be. The warring world looks to us for its supplies and we can't keep prosperity down no matter how hard we try.

If my advice is worth anything to you business men, it is here conveyed to you in six words: ADVERTISE NOW AND NEVER LET UP.

## Look Straight Ahead

THERE IS NOTHING in the business situation in the United States to justify undue hesitation. Caution is as strong a word as should be used at this time. Conditions are without precedent, except on a small scale; but to the extent to which such precedents apply, all are favorable to an increase of business in this country because of troubles abroad. How can reason reach any other conclusion? The

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spending nations are speeding and will spend billions of dollars for supplies. Vast quantities of these materials cannot be bought within their own borders, yet they must come from somewhere. The United States will provide, manufacture, and sell the bulk of those supplies. The lack of ships at the present moment to carry the freight will be only temporary. Ships will come empty from Europe and go home loaded, and American ships will spring up like magic during the coming months. There should be no doubt that the goods will go to market. The present duty is to get the loads ready.

A week ago trade reports stated that orders at the United States Steel Corporation's plants had already increased ten per cent. That index finger should catch the attention of every business man; because steel is a prosperity barometer. Some of the increased orders come from South America, some from England. The selling of steel in England this early in the war means that the English cannot supply their own needs. How, then, can they supply their customers in other parts of the world? They cannot. The buyers must come to us, and it seems that some of those in South America had commenced coming before the war was a month old.

Battlefields and growing grain do not flourish in the same area at the same time. Europe will grow less grain. It must buy more. The grain will come from Canada, the United States, and Argentina, but most from our country. Sales and prices will both increase. Farmers know that and are getting ready to grow the grain. The editor of an agricultural paper has just completed an automobile trip of three thousand miles among farmers, and reports that not one farmer in ten is talking about the war, but talks about crops. That is the way to talk at this time.

Are lumbermen talking war or talking sawmill? Are they following Micawber's advice and waiting for something to turn up, or following Lincoln's example, by getting ready to take advantage of the first chance that comes? A phenomenal chance is coming. There will be chances for export trade, but those pass undiscovered for the present. A remarkable opportunity is opening at home. Farmers will coin money from their crops. They will spend it on their farms and in their homes. They will build fences, barns, silos, and better houses. Furniture, wagons, and agricultural implements will be purchased.

That opportunity means business for the lumberman. It is a market of enormous possibilities. There are seven million farms in the United States. Suppose each farm increases its lumber purchases one thousand feet, at the low price of $15.35, which was the average millyard value for the whole country in 1912. At that very low increase, the total increase of domestic sales would exceed by $24,000,000 the whole export of lumber from the United States last year, with all the furniture and all the square and round timbers thrown in.

That market is no dream. It can be secured. Farmers will have the money for buying, and the lumbermen should provide the product for selling. "Begin at Jerusalem," was the wise advice given a long time ago to enthusiasts who were thinking of capturing the world. It is still wise advice. It means begin at home, and afterwards spread over the world. There was no hesitation then; there should be none now. The pessimist never wins. He is eternally on the defensive, and a coward at that. Success comes to the man who uses good judgment, works with an eye to an end, and has an abiding faith in himself and in his business.

## A Fair Policy as Well as Good Business

THE POLICY OF SOUTHERN MANUFACTURERS to shut down their operations even for a temporary period brings up problems which must be faced squarely not only from the standpoint of altruism, but because of the business principle involved.

One of the most hazardous results of general cessation of industrial activity is the elimination of the revenue and hence of the buying power of the working population directly affected. It is ardently hoped, and the hope is entirely justifiable, that those mills which have shut down will not remain idle for any long period. In the meantime, however, an immense army of men is thrown out of employment, organizations are broken up, and in short an effect is created which it will be difficult of overcoming when the renewal of business makes possible the starting up of present idle plants. In laying plans for closing down operations, the question should not be decided with snap judgment, but should be given deep consideration from all its angles.

While evident conditions indicate strongly that the closing down policy is wise, the entire wisdom of this policy has not yet been demonstrated as there are equal arguments on the other side. In fact, some of the biggest lumbermen of the country are aligned with those who believe that shutting down at present is not wise. Be that as it may, a great many of the southern operators are now shut down or are planning to suspend operations in the near future.

After having come to a definite decision on this question, the problem is not entirely solved as there are other features to be considered which cannot be hastily passed over.

Manufacturers cannot be blamed for being influenced more by their business judgment than their altruistic movements, although the latter should not be ignored and should be given all the consideration that good business sense and circumstances will permit. Nevertheless, considering the proposition purely from a business standpoint, it is absolutely imperative that organizations be maintained as coherently as it is possible to maintain them, without suffering a direct business loss. It should be borne in mind that the actual loss resulting from the maintenance of operations with an entirely new organization when manufacturing is renewed, will more than offset any outlay necessitated by the carrying over of such men as have proven themselves invaluable to any organization. It is not of course feasible to consider carrying common laborers, as it would be difficult to draw a fair line if the point were carried that far. However, there are certain men about any manufacturing plant whose general aptitude, loyalty and experience make them difficult of replacement.

The policy of one big southern manufacturer could well be emulated by others, and probably is being to a considerable extent. His company has been operating in the southern hardwood territory for a considerable period and has built up an organization of very high standing. It has in its employ several men who are doing more or less special work, who have been broken into the company's methods and with whom it was very loath to part. Therefore in a directors' meeting, at which the decision to shut down was arrived at, it was also determined that these men should be retained if possible. Hence the company is making them the proposition of carrying them on half pay during the period of inactivity, they to perform such work about the factory and in the woods as can be found for them; inspectors to alternate at full pay during the time they are working. That is, one group of inspectors works one week and the other group works the next. This, of course, will not mean any great revenue for them, but it will at least give them sufficient funds to tide them over during the time when the mill is not running, and will retain them in the organization, thus making it possible to start up within two days' notice when it is decided to again resume operation.

At the same time the company has the satisfaction of feeling that it is really doing an humanitary service and that it is not going to lose any money through this decision.

While the men thus favorably affected will represent only about twenty per cent of the total force employed at this plant, it can be readily seen that if this policy were pursued by the majority of manufacturers in all lines, who are curtailing or shutting down, the result to the purchasing power of the laboring class would not be nearly as keen as if all were cut off summarily and left to shift for themselves without any resources whatsoever.

This company's altruism and good business sense are to be commended and should be approved by others to the extent of emulation.

## Indications for Increase in Steel Exports Already Active

ALREADY THE BAROMETER OF BUSINESS, the steel industry, is begining to feel beneficial effects from the European struggle. As noted elsewhere in this issue, English consumers are showing an active interest in American steel and its products, which is a development full of distinct significance. When English steel mills cannot take care of their home requirements it is pretty evident that trade in this country will feel a very substantial benefit.

The latest favorable word, however, comes from Italy. It is reported from Rome that, owing to the fact that all steel material for the ordnance on the ships under construction for the Italian Navy is being held up in France and Germany, authorities are looking to the United States to furnish the material and investigations are already being made among American steel plants. One hundred and fifty thousand tons of steel are wanted. Aside from this enormous quantity, it would indicate without much room for doubt that Italy as well as England is going to continue in the market for American steel and products. With the assured fact that English mills will not be able to compete to any extent for export trade, leaving large markets practically open to the United States, the outlook is, to say the least, distinctly hopeful

# World Markets for American Lumber

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SECOND ARTICLE

Editor's Note

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consular reports which contain practical information for Americans who desire to extend their lumber trade with foreign countries. The present article points out additional sources of information, but along somewhat different lines. It lists certain books which deal with opportunities for trade abroad and give numerous facts regarding facilities for commerce. These books point out resources with which the American lumber exporter must compete, and conditions which will help or hinder the expansion of our forest products business in remote regions. It is clear to the person who expects to push trade in foreign countries that he should know as much as possible of advantages and disadvantages which must be encountered.

One of the first matters to consider is the competition likely to be met. American lumber exports, no matter what their distination, will meet competition from timber grown elsewhere. The exporter should not expect clear sailing anywhere. He must face existing conditions, and the better he understands them, the better will be his chance of success. Profitable business is unlikely for the man who goes into an unknown market blindly.

### Foreign Timber Resources

The man who would ship oak lumber to Manchuria would likely regret it, because he could not compete there with the native oak. This supposed case is cited as an example. He should first ascertain what competition must be met, and if it is too strong, he ought to hunt a better place for his product. Wide investigation will make that course possible.

There are a number of standard books which deal with the timbers and forest resources of all countries. The commercial woods of various regions are listed and described. The exporter who may be thinking of looking for a market for red gum in Brazil, for example, should consult available authorities and ascertain if Brazil and surrounding regions produce timber likely to crowd his particular kind out of that market. If so, he will seek a market elsewhere.

It is possible to learn from books a great deal about the forest resources of most foreign countries. The information to be obtained in that manner is preliminary, and should be followed up by special investigation to fit each man's particular problems; but as a first step—and it is a pretty long step—an acquaintance with books on the subject is of great importance to the prospective lumber exporter. It is poor policy "to carry coals to Newcastle"—meaning that it is unprofitable to ship to a market already oversupplied with a similar article.

### Books Descriptive of Foreign Woods

The books which are briefly described below are by well-informed authors. Some of the publications include the whole world, others refer principally to certain countries, as indicated under each title. There are hundreds of books relating to forests and timber, but the lumberman can obtain a general working knowledge of the timbers of other countries by reading the books in the following list. They may be ordered from any general bookseller.

"The Timbers of Commerce and Their Identification," by Herbert Stone, 311 pages, an English work published in London in 1904. It is an interesting and valuable book, not only for reference but for general reading. Its title accurately describes it. Practically every wood of importance in the world, as far as known at the time the book was written, is described, and 186 illustrations from photographs show the structure of the woods. The work is not divided into chapters, but each of the 247 species is separately considered under its own heading. The American exporter of lumber will find this book worth a great deal as a source of information concerning any wood with which he must compete in foreign markets. The uses of the woods are briefly listed, and the reasons why the woods are fitted for such uses are generally set forth.

"Timber," by Paul Charpentier, 437 pages, published in London, 1902. This is Joseph Kennell's translation of the original French work which began with the sentence: "France will perish for want of wood." It was written for the French timber merchants and people, but much of it applies with equal force to Americans engaged in the timber business. Though the work is in a single volume, it is a cyclopedia of the world's timbers and their utilization.

It is divided in six principal parts, the first dealing with the physical and chemical properties of wood; second, description of the different species in many countries; third, division of the useful varieties of timber in the different countries of the world; fourth, forests, which is a study of physical geography rather than lumber; fifth, the preservation of timber; sixth, application of timber. The commercial trees of the world are described, country by country and species by species.

"The Trees of Commerce," by William Stevenson, 274 pages, London, 1908. The material contained in this book appeared originally as a series of articles in the *Timber Trades Journal* of London, but has now passed through two editions in book form. It relates chiefly to British commerce in timber, but it covers the whole world in a highly satisfactory manner. Only forty-nine woods are particularly described, but many others are mentioned. An outline of its contents shows its scope:

The leading softwoods of the world, including pines, spruces, firs, hemlocks, cedars, hardpacks and cypresses.

African mahogany and other so-called mahoganies, including those of Australia.

Numerous hardwoods, including ebony, green-heart, rosewood, satinwood, and teak.

The account of various uses of American woods in England is one of the most valuable features of this book from the standpoint of the United States exporter of these woods. The book is valuable also for its concise and easily-understood description of the physical properties of various woods.

"Timber and Timber Trees," by Thomas Laslett, 352 pages, published in London in 1875. Much has been found out concerning foreign woods since this book was written, but the author was a master of his subject at the time he wrote. The book was meant for the timber merchants of England, but much of the information which was serviceable to them in their campaign for world-wide timber trade, will serve Americans today who are on the same quest.

Laslett's book contains thirty-nine chapters, each devoted to a special phase of the subject. It deals with the wood itself rather than with the geography of the countries where it grows. Numerous statistical tables are included which are now out of date; but the American lumberman who reads this book will feel that it has made him better prepared to enter the world's markets with his product. He will obtain a large amount of information concerning the various woods with which his shipments must come in competition.

"Familiar Trees," by G. S. Boulger, three volumes, 483 pages, an English work published in London, 1907. This set of books nearly always has a place in lists of works dealing with timber, but as an aid to the American lumber exporter its value is small. It deals almost wholly with trees growing naturally in England or successfully planted

there. It is finely illustrated and makes interesting reading, but will appeal more to the person on a vacation than to the business man absorbed with the problems of his office.

"Timber," by J. R. Batterden, 351 pages. This was written by an Englishman, and was published in the United States in 1908. It contains few figures showing exports and imports, and is intended for the general reader who is interested in lumber rather than in botany. Timber trees in all countries of the world are described or mentioned; the characters of the various woods are shown, and brief accounts of uses are given. It is a good, reliable work, as an outline of the contents will show:

The world's forest supply and quantities of timber used
European timber, and the forest growth of South and Central America and West India Islands
Those of India, Burma, Malay Peninsula, Japan and South and West Africa, Australia, and the neighboring regions
A considerable part of the book deals with seasoning, decay, and physical properties. More than 100 different trees are listed and described and in that respect the book is valuable for reference.

"Practical Suggestions for the Development of American Export Trade," by the National Business League of America, Chicago, 1908. This book of 78 pages is devoted to Switzerland, West Indies, and South America. A number of directories of foreign cities are included.

"Practical Suggestions for the Development of American Export Trade," 1909. Most of the material in this book of 91 pages is taken from reports by United States consuls, in the several countries, but the compilation and publishing were by the National Business League of America, Chicago. Trade opportunities are explained and figures are shown. The most valuable feature, and the principal part of the book, consist of business directories of the chief cities of Brazil, Chile, Panama, and South East Africa. The directories were supplied by consuls in the several countries.

"Trade and Shipping of South-East Asia." This is a report issued by the British government several years ago, and so far as trade figures are concerned they have doubtless been superseded by those more recent; but many other matters discussed in the pages are not affected by the passing of a few years. The treatment is from the British viewpoint, but trade is the matter under discussion, and that part of the Orient is divided as follows:

French Indo-China, with the several states composing that political division.
Siam, with its interesting and peculiar conditions.
The Straits Settlements, which include the Malay Federated States of Perak, Selangor, Negri Sembilan, and Jehore.
The numerous British possessions and dependencies in the East Indian Islands.
The Dutch Islands of Java, Madura, Sumatra, Dutch Borneo, Celebes and others.

"Spanish Commercial Practice Connected With the Export and Import Trade," by Graham & Oliver, London, 1904; two volumes aggregating 639 pages. These books are largely in the Spanish language, but in most instances the text is translated into English. The purpose is to enable a house to carry on its correspondence in Spanish with its agents and customers. Much stress is laid on the best phraseology to use in meeting various situations and emergencies in business transactions with Spanish-speaking people. Parts of the work contain valuable information, and directions of a business nature, while other parts suggest the pony which the college freshman hides up his sleeve to have it handy when he bumps the hard places in Livy. On the whole, however, this work is a good one for persons engaged in business with Spanish countries. It is for sale by Macmillan & Co., New York.

GOVERNMENT SPECIAL AGENT REPORTS

During many years the government has pursued a policy of sending trained men to various countries to investigate opportunities for business. This is supplemental to the work of a similar kind done by consuls, and is usually more extensive in its scope. Some of the reports by special agents are books containing hundreds of pages and they discuss conditions from all viewpoints. They are of much value to individuals and firms expecting to carry on business in the regions described. Following is a list with brief accounts of a number of such reports which may be strongly recommended at this time to lumbermen and other manufacturers who contemplate increased effort to secure foreign trade. Those who desire any of these books should correspond for that purpose with the Superintendent of Documents, Government Printing Office, Washington, D. C.

ASIATIC TURKEY

A number of oriental countries are covered by special reports, among which are the following:

"Trade Conditions in Asiatic Turkey," and "Trade Conditions in India," are two reports similar in character and written by Charles M. Pepper, special agent of the Department of Commerce and Labor. The general discussion is along the following lines:

The country, its area, where and its principal trading port
Governing of policy of internal improvements
Electrical and water power development.
The demand for agricultural implements and other tools belonging to the farm and ranch
Various commodities constituting the country's exports and imports.
Prospects of increasing trade with the United States.
Customs requirements and the question of credits
Ocean transportation facilities and the means of carrying on commerce with the interior
Success of expeditions and campaigns carried on by foreign countries.

"The Commercial Orient." This is a compilation of information and statistics by the government. Unfortunately, it is now partly out of date, having been published some years ago; but nevertheless it is of great value, and lumber exporters will be well repaid by acquainting themselves with its contents. It shows the trade of each oriental country, the chief countries participating therein, the principal articles imported and exported, and details of trade of the United States with each of these countries during a term of years.

Detailed accounts are given of trade progress and conditions in Japan, China, Hongkong, Philippine Islands, Korea, French Indo-China, Siam, Dutch East Indies, Straits Settlements, Federated Malay States, British India, Ceylon, Persia, Turkey, Egypt, Algeria, Tunis, and Morocco.

The tariffs of the various countries are discussed. There are numerous tables.

"Trade Conditions in Northern China," by Raymond F. Crist, special agent for the Department of Commerce and Labor. This report is nearly eight years old, yet it contains much information as applicable today as when it was written, and many features of prospective trade have changed for the better. It contains little mention of lumber or of any forest products, for the probable reason that there were few at that time, but other matters discussed at length are given below:

The biggest opportunities for Americans, the treaty ports and means of communication and something about the cost of getting inland; competition with other nations, and particularly the fact that Germany and France held strong positions and were gaining; the influence of the trade guilds; the art of boycotting, and the need of American agents to push business into new fields. The port regulations are described and the principal trade centers are named.

"Trade Conditions in Southern China," by Harry R. Burrill, special agent for the Department of Commerce and Labor, is similar in character to the foregoing, but deals with a region where conditions are somewhat different. The trade possibilities are considered excellent, but action should be prompt.

"Report of Trade Conditions in Australasia," by Harry R. Burrill, special agent, takes a general survey of land and sea. It is both historical and statistical in its treatment of the subject. The field covered is indicated by a partial list of the countries or colonies.

Australia is divided in five parts, corresponding to its political divisions, and the resources of each are discussed. Some mention of timber occurs, but the briefness of the mention appears to indicate that there was little of an encouraging nature to say about that branch of trade. Both farm implements and furniture receive slight mention. However, it is encouraging that America exports more agricultural implements to that quarter of the world than any other group of countries. Much remains to be desired in the American furniture business in that country, and the same observation applies to horse vehicles.

SPANISH AMERICAN COUNTRIES

Timely information concerning Spanish American countries is contained in the special reports listed below:

[illegible] have passed since this report was written, but it deals with prospects [illegible] American forests.

[illegible] for lumber. What forests it has are rapidly giving way to agriculture, [illegible] furniture.

[illegible] and Great Britain is discussed.

[illegible] contains 68 pages, and parts of it which relate to the history of mail [illegible] steamships four years ago may not be the present sailing schedules, but a general account is given of all regular lines of ships between South American ports and the leading countries of the world. Of course, that information needs modification now to make it conform to facts, yet it may be expected that trade in that part of the world will go on along practically the same lines as in the past, at least the lines connecting the United States with South American ports.

"Commercial America in 1907." This statistical work of 175 pages [illegible] of information is contained in the accompanying text. Business men who wish to acquaint themselves with the countries south of us will find this book valuable. The information is so condensed that no outline can do it justice; but among matters treated somewhat in detail are these:

[illegible] Venezuela.

"Report on Trade Conditions in Colombia," by [illegible]. The scope of this government report is shown by a [illegible] its contents which is given below.

[illegible] stations for local trade.

[illegible] Colombia's policies, and various trade matters discussed.

[illegible] in the future, must reckon with competition from that quarter. Part of that timber will seek its market in Europe and part in countries bordering on the Pacific ocean.

[illegible] consular officers, 254 pages, published by the United States government [illegible] worth the business man's time to read it.

Timber resources and development constitute a rather small part of this volume, but all other matters have a direct bearing on the subject. Russia ought to become a large buyer of American agricultural implements. The farm resources of the empire are fully described [illegible] whose solution is being slowly worked out. Russia is usually credited [illegible] world.

A number of books published by the government, some belonging to the trade series and others more general, are available, and are filled with pertinent information. Titles and brief descriptions of some of these follow:

"World Trade Directory," 1911, government publication, 1138 pages, price five dollars, Department of Commerce and Labor, Washington, D. C. The value of this work to persons contemplating increasing their trade with foreign countries can not be overestimated. It contains information which the expenditure of thousands of dollars by lumbermen could not otherwise procure.

The scope of this volume is indicated by the title, and the thoroughness with which the plan has been carried out is apparent from the fact that 125,000 commercial names, carefully selected as representative in their respective countries, are given, with the particular line of business in which each is engaged. Much other useful information is included. The grand divisions of the earth covered by the directory are Central America, West Indies, South America, Europe, Africa, Asia, and Oceania. The directory was compiled by consular officers in all parts of the world.

"Agricultural Machinery in Foreign Countries," compiled from special consular reports, and published by the Department of Commerce and Labor, Washington, D. C., 1910. The total exports of farm machinery in 1909 from the United States were valued at $25,694,184, and this report shows the amounts bought in various regions. Forty-four countries are covered by consular reports, and these include practically every region where any trade is to be had.

Particulars of sale conditions, prices, terms, shipments, etc., are given in many instances. Competition with manufacturers in other countries; domestic manufacturers and prices; criticisms and obstacles which the exporter meets in trade, and numerous other circumstances and conditions are duly considered in the reports; and suggestions and advice are offered whereby better business may be done. The future outlook for markets forms an important part of the report.

"Winning Foreign Markets." This is a valuable government publication of 256 pages and contains much information relating to most of the countries of the world. Only a skeleton of its contents is given below, but it will show the scope of the work.

[illegible] Obstacles to trade are given much attention, and suggestions are [illegible] to any country or set of countries, but exist all over. This ought to be [illegible] Proper packing is an important topic. It might not apply to lumber, [illegible]

"The Forest Resources of the World," by Raphael Zon, United States Forest Service, 1910, 91 pages. This is a review of the forests, exports and imports, and available timber supplies of the whole world. A great deal of information is condensed in small space. The work has a special value because it presents statistics from foreign books which are not obtainable in English translations. A summary of its contents follows:

Forest resources of the United States [illegible] compare with those of other countries.

How far can the United States count on supply [illegible]

The world divided into exporting and importing countries.

A proportionately large space is devoted to a [illegible] of the forest resources of the countries of northern Europe where tree growing and manufacture into finished products are highly developed.

A Word Extra.

Those who intend to export must not be [illegible] and be placed in a better position to judge [illegible] all enter into the trade if they can make a personal study of the various woods with other users most [illegible]

A personal visit by the American exporter to the timbered regions and wood-using factories of foreign countries, and there see for himself, would be the ideal mode of procedure; but [illegible] as not practicable. Time and the cost stand in the way of many who need better information concerning foreign timbers with which they must compete if they extend their business beyond the seas. It is possible, however, for many to study foreign commercial woods without leaving the United States. Boards of trade, or similar bodies in large cities, often have collections of such timber. The largest collection of foreign woods in America is in Chicago, and hundreds of lumbermen are frequent visitors there and it will pay them well to make a study of this material, particularly that from countries which are our competitors in world trade. The collection is at the Field Museum of Natural History, and is open to the inspection by the public seven days in the week.

The nucleus of the Field Museum collection of woods consists of the various foreign exhibits at the World's Fair at Chicago in 1893. They were donated to the museum and have remained ever since, and numerous additions have been made from all parts of the world. The total number of foreign woods now in the museum is nearly 6,000, and no other collection in America can compare with it.

The Most Important.

The most important of these foreign woods, from the importer's standpoint, do not much exceed one hundred in number. It is practicable, therefore, for a man to examine them in a short time and learn in a general way the kind of lumber that will contend for the market with his when he seeks business in any particular foreign country. In most instances, the names alone, from books or otherwise, give a poor idea of what the woods are, because the names have no meaning in English. The best plan is to make their acquaintance from personal examination. The woods on exhibition are arranged by countries, among which are the following:

Russia, fine collection and well arranged. The best showing is of softwoods.

The Philippines, practically all are hardwoods.

[illegible] hardwoods and softwoods in large [illegible]

Japan, a remarkable showing of plain and figured woods which must be met in competition by exports to the Orient.

Jahore, many hardwoods of fine color.

Korea, excellent in quality.

British India, vast [illegible] of hardwoods [illegible] for agricultural implements and furniture.

Australia, fine samples of hardwoods, mostly eucalyptus, but some softwoods.

Brazil, these woods consist of both hard and soft.

Paraguay, many samples, but not many that will offer serious competition with timbers from the United States.

Colombia, chiefly hard, heavy woods.

Guiana, cabinet and heavy structural timbers.

Venezuela, woods similar to those of Guiana.

Lagatra, timber in abundance, but only a few with figure or attractive color.

# Wood in Vehicle Work

Wood in auto work is coming back but not in the way that might be expected. There seems to be no come-back to the wooden body of the average passenger car, for this phase of the work has gone into the tin pan and the sheet metal business apparently to stay. Therefore the auto business is still disappointing to those lumbermen who once had a splendid trade in wide poplar and other woods entering the body of passenger cars.

Notwithstanding this, however, the amount of woodwork used in the auto trade has increased wonderfully of late and gives promise of still larger increase. This is mainly because of the extensive adaption of the auto for truck and wagon work. The lighter types of auto truck often involve considerable wood work in bed construction and they bring an enlarged call for auto spokes.

Spokes are one of the big items in auto wood work now and they constitute an item that seems to be growing in importance. Not only passenger cars, but trucks and service wagons are a big factor and are contributing considerably to the matter of spokes. It is these, too, which are the important factor in the demand for auto work generally.

Quite a share of this wood work, more of it perhaps than the trade imagines, does not go direct to auto manufacturers but is made in blacksmiths' shops. Take the Ford machines, for example. So far the Ford people have not made any truck bodies. People buy the machines and have the bodies made in some local shop. Hundreds of these are being made all around us and they generally include a fair share of wood work. In the truck end of the auto business there is to be found anything from heavy brewery trucks to the bakery wagon. The heavier trucks are inclined to run toward metal parts where possible and do not use such a great proportion of wood work as the lighter ones. It is the light trucks and wagons with enclosed light bodies that are bringing wood work into the auto business again, and at the present time they seem to be calling for as much lumber as was formerly used in auto bodies themselves. This should furnish some call for wide poplar and it certainly furnishes a market for spokes and dimension stock in both hickory and oak.

The outlook for the demand to supply orders for the fall cutting season in wagon wood work appears better than some in the trade would have us believe. There are some who argue that no more than twenty-five percent of the farm wgons are sold annually now as compared to the number sold some years ago. This may apply to last year and the year before, but it is no sign that it will apply to this fall or next year. Usually a good crop year means heavy buying of farm wagons, and certainly the crop quantity this year should encourage a liberal buying of farm wagons.

There seems to be a mistaken idea that the automobile and the motor truck are replacing the farm wagon extensively and thus cutting down the trade there. What does it matter to the spoke manufacturer, for example, whether the farmer buys a wagon drawn by horses or a wagon that is self propelled? It calls for just as many wheels and spokes and when we include both the motors and the wagons required today they should call for more in the way of wagon wood work than has ever been required before.

The fall and winter demand for vehicle wood work should be of an unusually large volume, and there is no excuse for the complaint that this trade is not what it used to be and never will be good again. Some of the millmen who heretofore cut wagon and vehicle dimension stock now simply cut their oak and hickory into flitches and planks and sell it in this form to the wagon makers and blacksmiths who rip it up into dimensions required for their work. There are institutions which buy material in plank and flitch form and work it into spokes. It is a bit strange that this should be done in this age when the general tendency is toward cutting more stuff to specific dimension right in the wood, but it is a fact just the same that, to many people, flitches and planks are a bigger item in wagon and vehicle wood work than in days gone by.

# The Lumbermen's Round Table

### A CHANCE FOR AMERICAN WALNUT

[illegible] one of the first results is a shortage of Circassian walnut, actual or [illegible] cure of their wants for the immediate future; but there is not a great deal of Circassian in the country, the stocks at Liverpool are light, [illegible] according to reliable information.

The natural result will be that those who have been using the [illegible] get effects with black walnut veneers that are not very far from Circassian, while both of them belong to the walnut family and the [illegible] men can help profiting from the latest development.

Of course, if importations of mahogany, which can be supplied from Mexico and Central America as well as Africa, are seriously interfered with, there may be an even bigger rush in the direction of American black walnut, and quartered oak should be similarly helped. But there is not the definiteness to prospects in this connection that attaches to the Circassian walnut situation.

### THE MARKET FOR CRATING

[illegible] consumer of low-grade lumber used for crating purposes. Woodworking factories usually make their own, though some, which buy better lumber for manufacturing purposes than they care to use to make packages out of, are constantly in the market for material for that purpose. Metalworking concerns of all kinds have to buy lumber; and aside from the necessity of purchasing material for pattern work in the foundry trade, there is need of it in making crates.

This is mentioned merely to emphasize a big field for low-grade stock that is often overlooked. A certain hardwood man, who had an accumulation of lumber, began to look into this situation, and discovered that he was in the biggest stove manufacturing center in his part of the country. He hadn't noticed it before, but when he investigated he learned that these concerns were regular buyers of crating lumber, and he had no difficulty in making enough sales to move a good part of the material. He also learned that while formerly the railways permitted stoves to be shipped in carload lots uncrated, they are now required to crate each separate item, even though a full carload is being moved. That calls for much more lumber, of course.

While it is true that low grades usually sell pretty readily, there is no reason why the lumberman should not be familiar with every section of the consuming field; and he is not, unless he knows something about the crating lumber situation.

### THE DEMAND FOR FIGURE

The peculiarities and the changing fancies of the consuming trade are never better illustrated than in connection with requirements as to figure. One year the furniture man may want lumber and veneers with a marked figure, and another plain faces may be desired. Now the piano manufacturers may ask for extreme figure in their material, and then again some of them may go to the other extreme.

It is odd, however, to note that the coffin manufacturers are among those who like well figured woods. They take as much pride in working up a casket which shows a fine figure in mahogany or quartered oak as any of the members of the furniture trade. On account of the fact that there is a prejudice against the use of veneers in this business, figure is not found to such an extent as it would be otherwise; but [illegible]

The fact that covered woods are [illegible] wood surfaces are taking the lead, [illegible] the situation in the casket trade, [illegible] big figures and extreme effects to [illegible]

### POPLAR FOR CROSSBANDING

One big reason why poplar will always remain a leader for crossbanding purposes is because it is one of the easiest woods in the world to dry and keep flat. Some woods are hard to dry perfectly, going into the work either too green, which will cause trouble later on, or too dry, in which case they are apt to be brittle.

If the crossbanding is brittle and hard, a break may easily occur, causing a lap-over of the edges of the broken part. This may not be noticed; but when the furniture manufacturer or the panel man is finishing his work and sanding off the goods, the sander will cut right through the spot where the lapped material is sticking out, practically ruining the entire piece. By the time the face veneer is taken off and the crossbanding either replaced or repaired, a good deal of work has been spent on it; and even if it is possible to patch the panel, it will not be worth very much compared with its original value.

Using the right material in the first place is thus pretty good insurance against having excessive spoilage, and the people who are making poplar veneers for crossbanding work can well emphasize this feature of their product.

### IS THIS "OLD STUFF?"

"I see that one of Uncle Sam's foresters," said a veteran lumberman recently, "has 'discovered' that a good way to work up short ends of lumber is to use them in the manufacture of brush backs. This is nothing new, though it may have appeared to be novel to the forestry expert. This has been done for a long time, within my knowledge, and is one obvious outlet for offal of this description."

All right, come again, Mr. Forester!

### THE REAL THING IN SERVICE

[illegible] said a well-known lumber salesman. "It sounds good, of course, to tell your customers that you have the service, but when you get right down to brass tacks, what do you mean by that?

"If you mean that your lumber is better, grade for grade, than the other fellow's, why don't you say so? Ordinarily, though, you don't mean it. Do you refer to your ability to ship more quickly than your competitors? Most consumers think that the lumbermen are all too active in this direction. Do you allow any better terms than most others in the trade? If you do, just come out and cut the price and quit disguising it under another name.

"Service, to my way of thinking, however, is something entirely different. It consists of helping the consumer to use the lumber to the best possible advantage. We can't always analyze his factory conditions so as to do this, but sometimes we can suggest how he can save money by substituting a lower grade or a cheaper wood for something he is now using, and in that way cut off considerable expense. Not many salesmen incline to this method, but it is real service—and it gets the business."

### IS INTERIOR FINISH POORLY MADE?

Is there anything radically wrong with the methods of manufacturing interior finish, such as doors, panels, etc.?

This query is suggested by the fact that one can easily find glaring defects in this character of work in most of the buildings where it has been installed for any length of time.

The writer was recently in a big hotel which has a lot of very hand some woodwork, especially panels. Practically all of these, however, [illegible] green material or the lack of crossbanding.

The interior finish field is one that will stand a lot of expansion and help the lumber business materially; but defective work of this kind is certainly a poor advertisement for the business, and is not likely to influence others to use the same methods.

# North American Walnut Woods

BY GEORGE B. SUDWORTH, DENDROLOGIST, AND CLAYTON D. MELL, ASSISTANT DENDROLOGIST
OFFICE OF THE FOREST SERVICE

## PART ONE

### Editor's Note

This article is run with the explanation that it is essentially technical and in the sense that with the rapidly increasing interest in black walnut it is necessary that there be accurate knowledge of these woods which may be obtained in place of it. Part two will follow in the next issue.

### Introduction

This paper describes the gross and minute distinguishing characters of our native walnut woods for the purpose, particularly, of aiding wood users in identifying the different domestic species, as well as distinguishing them from the foreign species and the dozen or more substitutes and imitation walnuts now marketed.

The walnuts belong to the genus *Juglans* and are closely related to the *Hicoria*, these two groups of trees being the only representatives of the family *Juglandaceæ* in this country. Of the fifteen walnuts now known in the world, four are natives of the United States and these are the black walnut (*Juglans nigra* Linn.), our principal commercial species, the butternut (*Juglans cinerea* Linn.), Mexican walnut (*Juglans rupestris* Engelm.), and the California walnut (*Juglans californica* Wats.). The remaining species, which are natives of Europe, Asia, the West Indies, Mexico, Central and South America, include the Circassian* or so-called "English walnut" (*Juglans regia* Linn.), Japanese walnut (*Juglans cordiformis* Maxim. = *Juglans sieboldiana* Maxim.), Manchurian walnut (*Juglans mandshurica* Maxim.), Siebold's walnut (*Juglans sieboldiana* Maxim.), Chinese walnut (*Juglans stenocarpa* Maxim.), Nogal (*Juglans costaricensis*), Colombian walnut (*Juglans granatensis* Lind.), Cuban walnut (*Juglans insularis* Grisch. = *Juglans jamaicensis* C. DC.), and the two Mexican walnuts (*Juglans mollis* Engel. and *Juglans pyriformis* Liebm.).

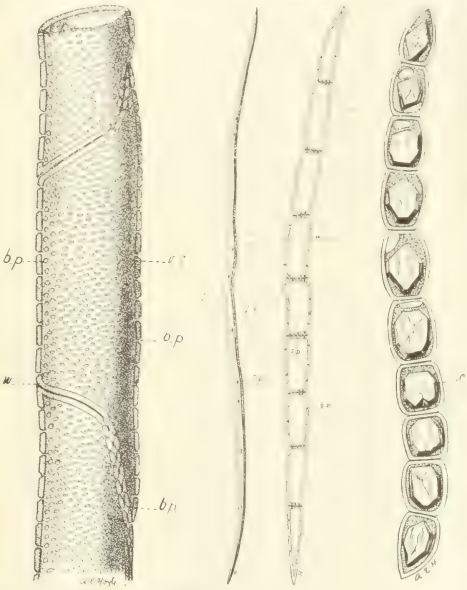


FIG. 1 FIG. 2 FIG. 3 FIG. 4

Our native black walnut has from the earliest days in this country supplied the principal cabinet and furniture wood, the beautifully gnarled and wavy forms of which surpassed all other native woods for these purposes. Moreover, the great lasting qualities of black walnut wood lead to its use, where most abundant, for construction, particularly for barn and house sills, etc., while not a few farms in the Ohio river valley country were actually fenced with rails of this superb timber. Black walnut was used to the greatest extent in about 1875, when the total output reached approximately 125,000,000 feet. From then on, however, the annual cut increased very rapidly, the wood becoming so common in 1880 and the prime lumber so cheap that the high grade lines dropped it as it had gone into such a variety of cheap uses. It is probable, however, that the use of black walnut decreased in the United States also because of a popular desire for less sombre finishing woods and with more striking figures of grain, etc. Black walnut furniture rapidly went out of date in this country, while mahogany, Circassian walnut, red gum (*Liquidambar styraciflua* Linn.), and oak became popular and are now the leading furniture woods.

Although the use of black walnut has since decreased enormously, there are still approximately 50,000,000 feet of this wood cut annually, but of this amount about 20,000,000 or 25,000,000 feet are exported to the United Kingdom and continental Europe, where black walnut, used extensively for furniture, is considered superior to many of the tropical woods. The present use, therefore, of black walnut for furniture is chiefly foreign, and, apparently, this is constantly growing. While prime black walnut is still available in moderate quantities in Kentucky, Tennessee, Missouri, Arkansas and Oklahoma, the total stand in the United States is unknown at present. It is believed, however, that complete exhaustion of this valuable timber is not close at hand.

The market price of prime black walnut lumber has ranged from about $85 per M in 1880 to $100 per M in 1900, while the present price is about $115. Since oak is now becoming so high-priced, there is no reason, except popular fancy against it, why black walnut should not again be used extensively in this country for furniture, even at the present high export prices, which are equaled by the market cost of the best grades of oak, birch and maple, now so much used in this country.

Should another large demand for black walnut be created in this country in excess of the supply, a number of good substitutes are likely to be offered; in fact, even now, there are more than a dozen substitutes and imitation walnuts known, some of which are sold as

* The wood of this walnut is described in Forest Service Circular 212, which can be secured by writing to Bureau of Public Documents at Washington.

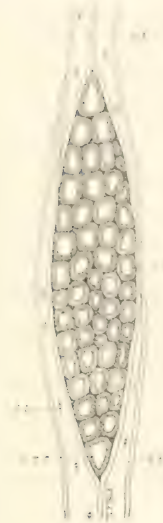

FIG. 5

*southii* Rose.), "African walnut" (a species of *Trichilia*), while Mandji or [illegible] B. & H. [illegible] of Southern Nigeria and the Gold Coast. All of these woods [illegible] "African walnut" [illegible]. Pterocarpus [illegible] to be the best. Still other woods are likely to be found as African [illegible] Sierra Leone woods [illegible] posed.

Butternut was introduced into the lumber market after black walnut and [illegible] and became scarce and too expensive for general use. It gained favor under this stimulus as a substitute for Circassian walnut, and it is now employed, particularly in Europe, chiefly for toys, church and lodge furniture, interior trimmings of boats, pipe organ [illegible], flooring and siding, cabinetwork, furniture, Venetian blinds, and bar fixtures. The demand for butternut is increasing more in Europe than elsewhere, because solid-wood furniture is made there, while in America veneer is used with satisfactory results largely upon a foundation of inferior wood.

The price of butternut lumber has been comparatively stationary for many years, the average price [illegible] per M, while butternut exported to Europe, where wood users have learned to utilize small pieces, especially for making toys, souvenirs, and other small articles, va[illegible] per M. The annual cut of butternut is approximately 25,000,000 feet, most of which is exported to Europe.

The only substitute for butternut at present is red gum, known in the trade as satin walnut or tasselwood, large shipments of which go to Europe for veneers and also as a substitute for Circassian walnut.

The wood of our two western walnuts is available in such small sizes and quantities that it is important only for local uses, in which [illegible]

### Gross Characters of Walnut Woods

The heartwood of the native walnut woods, the only portion used, ranges from light to dark brown or nearly black in color, contrasting strongly with the pale white sapwood, which in the black walnut and in the butternut is quite thin, varying from eight to fifteen annual rings of growth in width. Sapwood of the Mexican and Californian [illegible] sometimes [illegible] containing [illegible] annual rings of growth. Black walnut wood frequently [illegible] in tangentially cut boards, while the heartwood of butternut is much lighter [illegible] The California walnut, almost black, has a very fine figured texture and is in some respects the most attractive of the native walnut woods. In a less degree this is true also of the Mexican walnut wood. While the wood of our western walnuts can be used for the same purposes as black walnut, it is seldom utilized in the arts, and chiefly because the western trees are of small size and scarce.

[illegible] The annual rings of growth are [illegible] clearly distinguished by all species with the unaided eye, but they are distinctly visible under a hand lens or compound microscope (Plate 1, *a.r.*). They are usually narrow, especially in the wood of the Mexican and California species, while they are widest and most clearly defined in butternut, the fastest growing native species, particularly during the first twenty-five years. Distinctness of the annual rings is due in part to a zone of large vessels in the early wood and in part to the gradual reduction in radial diameter of a few rows of wood fibers formed in the late wood, the latter contrasting strongly with the more porous wood formed at the beginning of the next season. Because of its larger vessels, the wood of butternut is lighter in weight and more brittle than that of any other native walnut.

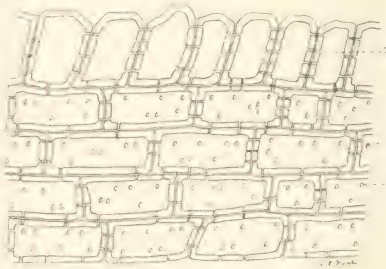


FIG. 7

The walnuts are classed as diffuse-porous woods because the vessels are evenly distributed. To this group belongs such other woods as birch, beech, alder, maple, gums, etc., the indistinct annual rings of which contrast strongly with the distinct annual rings of the oaks, elms, ashes, sassafras, etc., known as ring-porous woods.

[illegible] Plate I, *p.r.*, are the numerous spokelike lines extending in a radial direction from the center of the stem, and, therefore, at right angles to the annual rings of growth. Some of the rays have their origin at the pith and extend from the latter to the bark; while others, developed later in the life of the tree, extend only from the point of origin (in the annual ring) to the bark. Pith rays of walnuts are scarcely visible to the naked eye and, therefore, do not add figure to quarter-sawed boards as do the rays of oak woods. The elements composing the pith rays are called pith-ray [illegible]

### Minute Structural Characters of Walnut Woods

VESSELS

Vessels (Plate I, *v.*) are round or oval, and plainly visible under a hand magnifier. They vary from .04 to .172 millimeter in diameter, those formed in the beginning of the annual ring usually being slightly [illegible] those formed later. Their arrangement is more or less

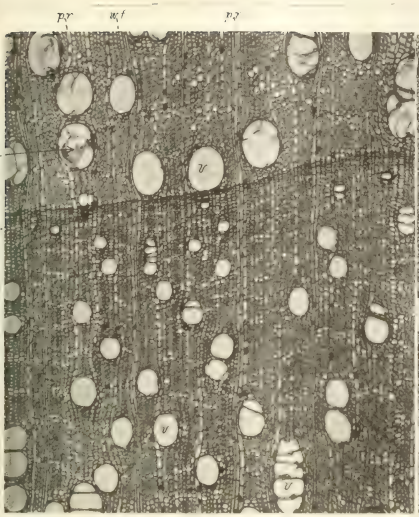


PLATE 1. TRANSVERSE SECTION OF THE WOOD OF BUTTERNUT (*Juglans cinerea*) MAGNIFIED FIFTY DIAMETERS. a. r.—ANNUAL RING; v.—VESSEL; w. f.—WOOD FIBERS; w. p. t.—WOOD PARENCHYMA FIBERS; p. r.—PITH RAYS.

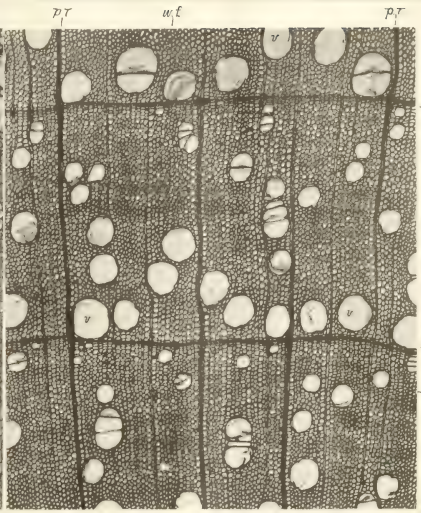


PLATE 2. TRANSVERSE SECTION OF THE WOOD OF BLACK WALNUT (*Juglans nigra*) MAGNIFIED FIFTY DIAMETERS. a. r.—ANNUAL RING; v.—VESSEL; w. f.—WOOD FIBERS; w. p. t.—WOOD PARENCHYMA FIBERS; p. r.—PITH RAYS.

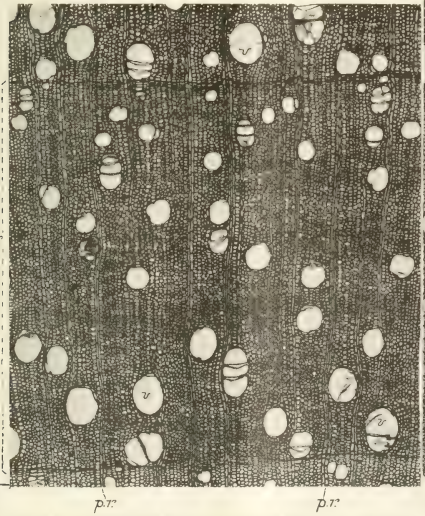


PLATE 3. TRANSVERSE SECTION OF THE WOOD OF CALIFORNIA WALNUT (*Juglans californica*) MAGNIFIED FIFTY DIAMETERS. a. r.—ANNUAL RING; v.—VESSEL; w. f.—WOOD FIBERS; w. p. f. WOOD PARENCHYMA FIBERS; p. r.—PITH RAYS; t.—TYLOSIS

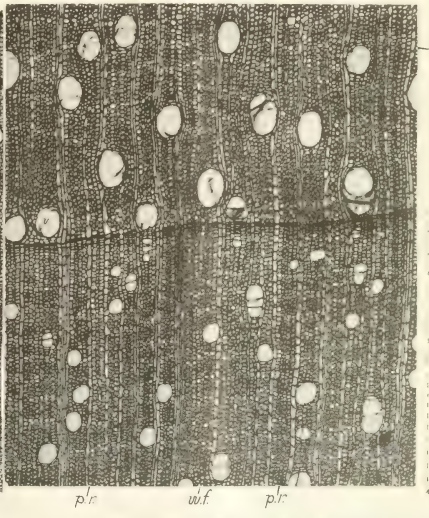


PLATE 4. TRANSVERSE SECTION OF THE WOOD OF MEXICAN WALNUT (*Juglans rupestris*) MAGNIFIED FIFTY DIAMETERS. a. r.—ANNUAL RING; v.—VESSEL; w. f.—WOOD FIBERS; w. p. f. WOOD PARENCHYMA FIBERS; p. r.—PITH RAYS.

TABLE I. AVERAGE, MAXIMUM AND MINIMUM DIAMETER OF VESSELS OF HEARTWOOD SECTIONS

| | Average | Maximum | Minimum |
|---|---|---|---|
| | | | |
| | .116 | .147 | .09 |
| *Juglans nigra* . . | .194 | .186 | .090 |
| | .09 | .156 | .063 |
| | .174 | .198 | .09 |

[illegible]

lumina, blunt ends, bordered pits, and by being shorter than the other-

[illegible]

Wood-Parenchyma. [illegible] the ducts at the wood. In transverse section they are chiefly round (Plate I, *w.f.*), but sometimes more or less irregular in outline, particularly those at [illegible] they are usually much flattened. The cell walls are quite thick, and [illegible] the following table:

TABLE II. AVERAGE, MAXIMUM AND MINIMUM LENGTHS AND WIDTHS OF WALNUT WOOD FIBERS

| | Average | Maximum | Minimum | Average |
|---|---|---|---|---|
| | mm. | mm. | mm. | mm. |
| | [illegible] | 1.577 | .864 | .0233 |
| | [illegible] | 1.6069 | .981 | .0234 |
| | 1.041 | 1.417 | .650 | .0196 |
| | 1.092 | 1.417 | .640 | .0247 |

Although there is considerable variation in length of fibers, both of the same species and also for the four different species, this variation is slight in comparison with that of fibers in wood of the same species grown under widely different soil conditions. The extent of this variation is shown in the following table, California walnut wood being taken only as an example of what is true of the other species grown in entirely different soils.

TABLE III. MAXIMUM, MINIMUM AND AVERAGE LENGTHS OF FIBERS OF WOOD OF CALIFORNIA WALNUT GROWN IN DIFFERENT SOILS

| | Average | Maximum | Minimum |
|---|---|---|---|
| | mm. | mm. | mm. |
| [illegible] | | | |
| [illegible] | 1.041 | [illegible] | .716 |
| [illegible] | | | |
| [illegible] | 1.092 | 1.428 | .672 |
| [illegible] | | | |
| [illegible] | [illegible] | 1.05 | .746 |

material) are simple, having slit-like openings about half as long as the width of the cell. These openings, which are often parallel with [illegible] the radial walls.

[illegible] native walnuts. They occur in small groups, arranged chiefly in fine, [illegible] among thick walled wood fibers, and are often in contact with vessels. In transverse sections they can be readily seen by a hand magnifier, being characterized by thin walls and relatively large cell cavities [illegible] however, in longitudinal sections. Each fiber consists of from three to eight rectangular cells placed end to end, the upper and lower cells always tapering to a blunt end (Fig. 3, *w.p.c.*). The cross walls (between the individual cells) are usually horizontal and are always marked by small, round, simple pits (Fig. 3, *s.p.*). In radial sections the pits are numerous, occurring in small groups or rows, but in tangential sections they appear rather sparingly. Wood-parenchyma fibers bordering vessels are usually much flattened and have numerous pits, but where they occur among wood fibers they are prismatic and contain fewer pits.

Crystals of calcium oxalate (conspicuous under the microscope) are confined almost entirely to the cells of the wood-parenchyma fibers, and are best observed in a tangential section, where they are occasionally solitary, but more frequently in series of a few to twenty or more crystals, (Fig. 4, *c.*). The crystals are tetragonal or pentagonal in form and the cubical cells of the wood-parenchyma fibers containing them are technically known as ideoblasts, which are modified, thin walled, wood-parenchyma cells, the cavities of which are invariably completely filled with these crystalline masses.

[illegible]

As already noted, the pith rays (transverse section) are scarcely [illegible] slightly undulating radial lines, which frequently bend around the larger pores (Plate III, *p.r.*). Pith rays (tangential section) are from a few to fifty cells high and from one to six rows of cells wide, although a good many are only from one to two rows of cells wide. They vary considerably in height (Figs. 5 and 6) in wood of the same species, but there are sufficient constant microscopic differences in the rays of our walnuts to aid in identifying the different species. The cells which make up the pith rays are rectangular in form and often from one to three times as long as wide (Fig. 7, *r.c.*); cells in the upper and lower rows are, however, more irregular in outline, often being elongated in the axial or vertical direction of the stem. All pith rays contain numerous simple pits (Fig. 7, *s.p.*) where they are in contact with vessels and wood-parenchyma fibers.

### Analytical Key for Identifying Walnut Woods

The following key is intended chiefly for the use of students familiar with the anatomy of woods and with the use of the compound microscope. Lay students will, it is believed, be able to identify these woods by comparing smooth transverse sections with the illustrations and descriptions of the gross characters of the woods. An ordinary pocket magnifying glass will be helpful in viewing the cross-sections.

1. *Juglans cinerea* (Plate II).

[illegible] often spatulate in outline.

2. *Juglans nigra* (Plate II).

Pith rays (tangential section) chiefly broad wood and narrow [illegible] cells high, spindle-shaped and elongated elliptical in outline.

3. *Juglans californica* (Plate III).

Pith rays (tangential section) chiefly spindle-shaped and interspersed [illegible] parenchyma fibers distributed abundantly in small groups in the early [illegible] wood.

4. *Juglans rupestris* (Plate IV).

[illegible] less clearly visible in the late wood.

# Meeting of Northern Loggers

An extremely profitable and interesting meeting of woods superintendents of Wisconsin and northern Michigan was held at Green Bay, Wis., on Saturday, August 29, under the auspices of the Northern Hemlock and Hardwood Manufacturers' Association. The meeting was called to order by President Goodman and W. E. Hollenbeck, woods superintendent of the J. W. Wells Lumber Company, Menominee, Mich., was chosen to act as chairman of the gathering.

A great many important and practical subjects connected with logging, feeding men and the construction and maintenance of camps were discussed.

### Camp Construction

The meeting was opened by P. S. McClung of Phillips, Wis., who briefly described the wheel camps used by his company as follows:

We have used wheel camps for seven or eight years, and find them to be very satisfactory. Our sleeping cars are 10x15x12 feet, and are equipped on the inside with single bunks three tiers high, while in the middle of the car, at both sides, we have a waste sink. Thirty men can be accommodated nicely in one of these cars. The dining cars are of the same dimensions as the sleeping cars, and contain small tables, 2x5 feet set crosswise. This car accommodates 60 men. The cook's car is also of the same dimensions as the others, and one end of it is fenced off for the ice box and a place for storing eatables. In the winter time the outhouse between the cars are covered with heavy covers, so as to keep the cold out. Each bunk has a separate window, and there are 10 large ventilators at the top of each car. The barn cars are 40x10x13 feet, and will hold 14 horses.

One logging superintendent stated that he thought there is more or less expense incurred in moving the cars, as side tracks have to be built every time the camp is moved. On the other hand, the discussion which followed showed that the time which is saved in moving with wheel camps, will more than cover the expense of building the tracks. For instance, wheel camps are run right into the operation, while with other camps the men are sometimes required to walk several miles to and from work, losing many hours in so doing. Mr. McLurg stated that they usually move on Sunday morning, and that it only takes about five hours in so doing. The discussion also brought out the fact that it is much easier to keep a wheel camp clean, and that the men are well satisfied with camp cars.

J. B. Galbraith of the North Western Lumber Company, Stanley, Wis., described a set of small, portable camps made to set on flat cars when moved—each sleeping car to accommodate from twelve to sixteen men, dining car and other parts of the outfit being in similar proportions. The bill of material for the construction of a sleeping car Mr. Galbraith gave as follows:

| | |
|---|---|
| 2 pieces 8x8—12 No. 1 hemlock, rough. | |
| 2 pieces 6x8—16 No. 1 hemlock, rough. | |
| 2 pieces 6x8—14 No. 1 hemlock, rough. | |
| 2 pieces 6x8—12 No. 1 hemlock, rough. | |
| 4 pieces 6x6—12 No. 1 hemlock, rough. | |
| 12 pieces 2x6—12 No. 2 hemlock, S1E. | |
| 4 pieces 2x8—10 No. 2 hemlock, S4E. | |
| 50 pieces 2x4—10 No. 2 hemlock, S1E. | |
| 4 pieces 2x4—16 No. 2 hemlock, S1E. | |
| 8 pieces 2x4—14 No. 2 hemlock, S1E. | |
| 7 pieces 2x12—12 No. 1 hemlock, S2S. | |
| 1,800 feet No. 3 hemlock boards, S1S. | |
| 1,000 feet 4" No. 2 pine drop siding. | |
| 1,200 feet 4" No. 2 common basswood ceiling. | |
| 400 feet 3" cull hardwood flooring. | |
| 450 feet 6" No. 2 hemlock, D&M. | |
| 4000 feet lineal, No. 8096 pine to siding. | |
| 200 feet No. 2 pine boards, S2S. | |
| 4 sash 8x10—6 lt.—1⅛ | |
| 1 door 2-6x6-6—1⅝ No. 2 pine, 4 panel. | |
| Cost of lumber | $121.95 |
| Roofing, paper and hardware | 12.00 |
| Labor | 60.00 |
| Painting | 15.00 |
| Ventilator | 5.50 |
| Total | $214.45 |

Store house or office car same as sleeper.

Kitchen car $30.00 more.

Sleeping car equipped with Haggard & Marcusson Company's iron bunks 4'x6'5", cost $6.75 f. o. b. Chicago—4'6"x6'5" cost $7.00 f. o. b. Chicago.

Mattresses and ticks made by Horn & Blum, Eau Claire. Mattresses cost $1.50. Ticks cost $1.65 f. o. b. Eau Claire.

Ventilators and roof saddles from Marshall-Wells Hardware Company. Ventilators cost $4.45. Saddles cost 85 cents f. o. b. Duluth.

Stoves made by Detroit Stove Works, Herald box stoves, 38", cost at Stanley $12.00 each.

J. S. Griffith of the Mohr Lumber Company, told of the sectional camps which he uses that have proved satisfactory both in original cost of construction from low-grade lumber, and in ease of taking down and setting up again. A number of others contributed to the discussion, and much sentiment appeared in favor of some style of camp that can be readily taken down and transported to a new operation so that the loss of material in abandoned camps is obviated.

### Camp Welfare

The most interesting and important talk on the program was given by Matt Daly of Duluth, who for the past eight years has been doing remarkable missionary work among the camps of Wisconsin and northern Minnesota. Mr. Daly spoke in a most direct and practical fashion, and his remarks were received with the closest attention and heartiest approval. The main points which he made were as follows:

I began this work in the Lumber camps of northern Wisconsin in 1907, traveling through twenty nine camps, covering the Red River Reservation, the Omaha railroad, South Shore railroad, in which territory was located the Stearns Lumber Company, Schroeder Lumber Company, and the Hines Lumber Company, employing at that time, in all, about 1,500 men. At the camps operated by the Stearns Lumber Company on the Bad river, I found that the men did not quit their work. In studying the cause of this, I found that they were not required to leave the camp before daylight, and they were in their camps at dark—therefore also are their meals about the camp. In these camps I found fair sanitary conditions. These men were not employed through labor agencies. On the same river, a jobber getting out timber for the Stearns Lumber Company, running four camps, and engaging his own men, at no time employing more than 600 men, had on his payroll in five months more than 2,000 men, or 500 more than were needed to operate the entire territory which I covered. This man got his men through various employment agencies of Ashland, Superior, Duluth and Minneapolis. Note the result on the changing of men. While he had our camps, working 600 men, he only got in 1,500,000 feet more than one camp, located directly by the Stearns company working 150 men in the same length of time. I also, and no exception in one of this jobber's camps at 3:30 in the morning. This man had at one place, two of his largest camps, where there were possibly fifty teams. One morning when he went to start work he found that the longest piece of leather he had, in the way of harness, was not six inches. It seems to me that he was logging at a financial loss.

In 1908, I began to travel in Minnesota, in Cook, Lake and St. Louis counties on the north shore of Lake Superior, covering a distance of 184 miles, meeting an average of 3,000 men a year, in the employ of the Pigeon River Lumber Company, Alger Smith Lumber Company, Red Cliff Lumber Company, Scott-Graff Lumber Company, Virginia and Rainy Lake Lumber Company, and the Johnson-Wentworth Lumber Company.

In 1908 I could speak to about 80 per cent of the men. In making a study of the men in the camps the past winter, I found that I can now speak to only about 20 per cent. The others are foreigners who have not learned our language. These men do not understand the work. Take case in point. In a Red Cliff camp three of these men came to the office looking for work. One man could say "cant hook" and the foreman thought he was a cant hook man and put him to work decking. He was back in the office in two hours, having got the point of the cant hook in the back of his neck. The foreman and I got two cant hooks and tried to find out just how he was using the hook in order to get it in his neck, but the man still holds the secret, and as he cannot speak English, we will probably never know. One of the other men the foreman put on a bad hay hill. In about one hour after placing him there we returned to see how he was making out. He was very faithful. We found him in the same place where we left him putting more hay on that same spot. He had no knowledge of why he was putting the hay there, nor how much to put, but he would have put all the hay at the camp on it if the foreman had not stopped him, so that he was wasting hay, endangering the lives of men and horses, and running a chance of stopping the work. Further up the hill was a man, commonly called a "white man," who understood his work and was using hay, saving the lives of horses and men and helping the work along. This man knew that he did not receive any more wages than the man who did not understand his work, and the man who did not understand his work knew that he received as much as the man who did understand his work. Therefore, neither one had any incentive to work to the company's advantage. In such cases as this, I feel that $5.00 a month added to the worthy man's wages would be a wise invest-

WIRE TWISTING DEVICE TO MAKE BINDERS FOR LOGGING CARS USED BY THE MOHR LUMBER COMPANY

I also believe that the liquor element causes men to quit their work, and I cannot believe that it is profitable to the loggers to be continually changing men. I also

the operations are going to last for six or more months. This extra

where the men might sit nights

writing. I have noticed in a camp in the outskirts of this camp or two tables where the men do their writing and the library could be placed in that camp in which the men might find good books. I don't think this would be asking

only working in the camps, but the camp in a sense is their home and I do not think it is safe to cause men to work under conditions where there are absolutely no home surroundings. I know our public libraries will gladly supply the books and the missionary working in these camps, if his heart is in the work, will gladly keep that camp supplied with writing material and the privilege granted him in meeting the men.

I also believe that if the lumber companies of this country would use their influence they could bring about a revision of our immigration laws that would cause these foreigners to have a knowledge of our language when they land in this country, using the $25.00 that we now demand

in charge of a camp could then speak to these men, and I believe that the men would willingly take proper hold of the work if they understand what we want. It would be greatly to the advantage of the companies and very encouraging to the men.

I sincerely hope that I shall not be misunderstood in this talk, as my only object is to bring about a better condition for all mankind and in such small way as I may be able, to bring closer together the employer and the employe in a stronger bond of fellowship and brotherhood, as any man must admit the absolute necessity of each depending upon the other.

I should be very glad at any time to render any assistance by advice or otherwise to either employer or employe, to further this cause along.

### Feeding Men

Mr. Duff's address completed the morning session, and immediately upon reconvening in the afternoon, W. A. Draper, representing Reid, Murdoch & Co., of Chicago, gave a practical talk, accompanied by samples of the various foods adapted to the economical feeding of woodsmen. Mr. Draper laid considerable emphasis upon the expense of feeding large quantities of fresh meat, and stated that, upon the basis of nutritive value, a fresh meat costs four or five times as much as its actual worth. He warned his hearers that when the markets of Europe again open, practically all kinds of food stuffs are bound to advance greatly, and suggested the advisability of laying in good supplies at present prices. For the economical feeding of men he especially recommended a greater and more extended use of fresh vegetables, dried fruit as against fresh or canned fruit, and salt fish in place of fresh meat. He stated that if canned meats generally could be secured in patentable form with limited reduction in the cost of handling much more economical feeding could be done.

A great deal of interesting comment followed Mr. Draper's talk. A number of the loggers present gave detailed figures upon what it was costing them to feed men, which came to run from sixty to seventy cents per day of productive labor. One member stated that from now on he had found it necessary to charge $5.00 per week for board where men are engaged on piece work. Every body was of the opinion that at $4.00 per week, a boarding house

for the boarding house, had resulted in a deficit of $900, whereupon the boarding house was given to the cook to run as he might best be able to work out the problem. Another member said that in his opinion the cost of boarding men is more important than the rate of wages, and suggested that the association should establish a domestic science department to instruct camp cooks in the proper feeding of men. The sentiment of those present finally crystallized in the adoption of a motion asking the secretary to formulate, with the assistance of a committee consisting of M. J. Quinlan, E. A. Hamar and E. R. Radford, a standard bill of fare suitable for camp use, and submit it at the regular October association meeting—each member being asked to supply a list of the materials now used.

### Camp Sanitation

Dr. L. E. Spencer of Wausau, and Dr. W. C. Bennett of Rhinelander, division inspectors for the Wisconsin State Board of Health, explained to some extent the recent rules of the board for camp sanitation, which were presented at the April association meeting, and stated that they were ready at any time, at the request of loggers, to either visit existing camps and recommend improvements, or to examine proposed camp sites and give suggestions for their development in a sanitary manner. Dr. Bennett coincided with the opinion expressed by R. B. Goodman that a good quality of tin ware is more sanitary than enameled ware, for camp use, and also described measures which had recently been taken to render a lumber town more sanitary.

### Stocked Cars

J. S. Griffith of the Mohr Lumber Company described a practical device developed by his company for making sets of permanent wires for staked logging cars, and exhibited a sample wire and photographs of the device for its production. Ordinarily, the wiring on each load of logs is thrown away when the logs are unloaded at the mill. The Mohr Lumber Company's device enables the using of the wires repeatedly, and also materially reduces the time required to stake and wire a log car, so that it is of a most practical nature.

### Hiring Men

H. J. Beckerle, superintendent of the Milwaukee Free Employment Office of the Wisconsin Industrial Commission, described the methods used by his office to place reliable men in positions, and said that during last year 26,000 men had been given jobs through the four state employment offices. The great variety of men applying for work is shown by the fact that the interpreters in the Milwaukee office can talk in eighteen different languages.

and then there are not enough to go around among the applicants. Mr. Beckerle also said that he believed the time is coming soon when, through the establishment of a National Bureau of Employment, men can be much more readily shifted from one state to another to meet the demands for labor, giving as an instance during the present season the over-supply of labor in Wisconsin and the shortage in the wheat fields of Kansas.

A general discussion of the subject of wages indicated a probable decrease of at least $4.00 per month this season compared with last, due to the uncertainty of the lumber market, and more especially to the increased cost of foodstuffs. Some operators who have recently been keeping careful accounts, declared that even this reduction in wages would not enable them to log a cent cheaper than they did last year because of the higher prices for all food for men and horses. In the same connection, the loggers present were asked to give their opinion of the probable input the coming season. Some stated their intention, unless conditions improve, to reduce logging operations from twenty-five to thirty per cent, while others declared that they are only logging normal amounts now and that a reduction in the input would increase overhead charges to a prohibitive figure per thousand feet. One member well stated the case as being better to keep plants going and reduce wages than to close down completely and throw men out of employment who would then have to be cared for by the public. In this connection it was said that in the copper country of upper Michigan 3,000 men are already idle and that another 3,000 might be idle before long, and the problem of caring for these men is a most serious one because almost none of them, due to lack of experience, can take up woods work. The general sentiment was that present conditions do not warrant logging enough this winter for anything more than day runs at the mills, and that if conditions do not improve within the next two months, operations will have to be curtailed to a greater extent.

After discussing these and various other matters until 5:00 o'clock in the evening the meeting adjourned. A hearty vote of thanks was given to the Elks Club of Green Bay for its commodious hall and for the many privileges they had given to the out-of-town visitors.

# Tales of the Trade

### BRAVE IN HIS AFFLICTION

Max Pease, the traveling principal of the Galloway-Pease Company of Poplar Bluff, Mo., and Saginaw, Mich., tells a rather amusing anecdote which involves one of his friends up in the North country. This particular friend was apparently happily married but unfortunately after a few years of bliss he lost his wife. Max, from the utter kindness of his heart and perhaps because this man had been a pretty good customer of his, extended his most heartfelt condolences in the form of a beautifully written and rather tearful letter. This epistle was duly acknowledged in the regular form by the bereaved husband and it happened that a couple of months later, Max made that territory and went in to see his old friend, who met him with an expression which to Max seemed to be a little bit too cheerful for one who had so recently lost his wife.

At the beginning of the conversation, however, the bereaved gentleman reverted to his lost hope air long enough to again assure Max of his deep appreciation of the latter's very touching note, and, then switching, said that he wanted to ask his advice. He said, "You know I'm pretty well fixed and pretty much of a home lover, and as a result I'm rather up a tree. The last few weeks I've been giving my attention to two very attractive girls in town here, one of whom is the owner of a substantial eight-room house and the other happens to be organist of the local church at a salary of eight hundred a year. I haven't been able to decide which one I ought to take and I want to get your idea as to what would be the best choice."

Max, looking at him in astonishment and with an incredulous expression on his face, studied the situation for a moment and then his manner became quite different. He said, before picking up his hat to leave, "There is just one thing for you to do and that is to give me back that letter and do it mighty quick."

### AN APPRECIATIVE AUDIENCE

An amusing incident is told of the late William M. McCormick, the well known Philadelphia lumberman, who with the kindest heart in the world, and to whom no one ever applied in vain for help in time of need or distress, was addicted to excessive swearing with or without provocation. A stenographer who had been in his employ for seven years finally told him she was going to leave and get a position somewhere else as she could stand his profanity no longer. Mr. McCormick was profoundly, touchingly sorry, but it was a hopeless case. On her departure he told her, that anyone who could stand him for seven years deserved some compensation and he smilingly presented her with a check for $200. As Mr. Henry Gibson said in substance in his loving memorial of this man, the recording angel would surely wipe out with a tear a human weakness which was overshadowed by so many noble and Christian traits of character.

### NO WONDER MORFORD HAS "CASHED" THESE LAST FEW YEARS

Charles M. Morford, the popular ex-president of the Nashville Lumbermen's Club, and one of the most prominent hardwood manufacturers of this territory, was the victim of a good joke that caused much merriment at the meeting of the Rotary Club at the Hermitage hotel on June 1. Shortly after the meeting was called to order Manager Wilson of the hotel put in his appearance on the scene, wearing a very serious air, and with much gravity he said:

"Gentlemen, since you have been holding your sessions at our hotel, we have been continually missing silverware. I do not allege that any of you gentlemen would be guilty of taking such articles, but it is a fact that it has been missing. The waiters have been searched, and a close surveillance kept over them, so that it can be plainly seen that something must be done. Nothing could cause me more unpleasantness than an incident of this kind, but you can see my situation, and the necessity for some action."

There was great silence while the manager was speaking, and evidently much surprise at the nature of his remarks.

"I move that all present be searched," said one Rotarian, who had a knowing twinkle in his eye, and no one could object.

The search was started, proceeding in a rather indifferent manner until Mr. Morford's time came. As the searchers proceeded to investigate the pockets of the lumberman they found their capacity taxed with knives, forks and other articles of the kind which the manager claimed had been disappearing. There was a great uproar among the Rotarians, but Mr. Morford was greatly puzzled. It soon became evident to him, however, that the joke had been framed on him. The goods had been "planted" on him by his friends while he was in the dining room being engaged in lively conversation with some of the Rotarians. The joke was enjoyed immensely, and while Mr. Morford probably didn't like being the victim, he recognized it as a good one, and one that was carried out well.

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The ship and boat building industry in this country has been consuming close to 200,000,000 feet of lumber a year. Now with the stimulant to both coastwise and inland water way navigation by the opening of the Panama canal we should have a material increase in the lumber requirements for ship building.

# Intelligent Discrimination

tect one class and persecute another; and of prices which are juggled by the merchant in favor of one customer and to the detriment of another. Consequently to suggest discrimination seems, on the face of it, to suggest something which is undesirable.

But, leaving the matter of association out of it, it must be admitted that discrimination is exercised all the time by everybody. When you sit down at your midday meal, you discriminate in ordering your lunch. When you go into a store or a tailor's shop to buy clothing of any kind, you are necessarily going to discriminate in its selection. Discrimination, therefore, is merely the process of exercising judgment; of rejecting the unfit and selecting the fit. In this sense, which is the proper way to consider the word, intelligent discrimination, instead of being objectionable, becomes a very high attribute.

It must be confessed, after looking over the lumber field and regarding the men in it, that few of them exercise discrimination of the intelligent sort in matters that concern themselves most closely. One would think that, like other business men, they would weigh carefully each separate factor affecting their business, and make a point of discriminating against those things which are unfavorable to it, realizing that if they do not exercise such discrimination, as the interested parties, nobody else should be expected to.

It is a fine thing to be absolutely above self-interest, and to weigh contending factors judicially, passing an opinion that is not shaded or formed in any way by personal likes or dislikes. It is a fine thing, considered ethically; but as a business proposition, it is "mox nix ouse," as Elbert Hubbard delicately phrases it. The man who doesn't discriminate in favor of his own, who doesn't smite his enemies hip and thigh and cleave to his friends, is either a mollycoddle or an ignoramus—or ethically perfect. Few lumbermen are long on ethics.

Lumbermen have been attempting, through the medium of the Forest Products Exposition, to turn the attention of the country to the desirability and utility of wood, and to convince owners, architects and contractors of the fact that they should use more wood. This was a spectacular and effective method of presenting the cause of the industry. It put before the community at large, in a big way, that people could hardly avoid being impressed by, the case for lumber and wood in all its forms.

Regarded thus, it was a splendid method of exploiting wood, and this article is not to suggest in any way that it did not fulfill its purpose magnificently. The thing to consider is whether or not lumbermen, as a class, do not rely too much upon such measures, instead of realizing that it is the gradual, persistent, never-ceasing effort of every person in the business that is required to meet the opposition that has been formed against wood products of all kinds during the past few years.

Do lumbermen and other workers in wood really carry on the sort of aggressive personal campaign that should be expected of them? Do they co-operate daily to help the cause of wood? Or do they follow the line of least resistance, and rely on big, impersonal forces like the Forest Products Exposition to overcome the tendencies that have been built up through the course of years? One exposition is a big help; but it is one exposition. With thousands and thousands of people directly interested in lumber manufacturing and distribution and woodworking, a mighty force could be engendered in behalf of wood, provided every one of these were talking not merely for his own little part of the business, but for the business as a whole.

Have you ever noticed whether lumbermen ride in automobiles with wooden bodies,—or accept cars that are properly described as "tin boxes?" Yet the lumberman who buys a car of the latter kind is encouraging the manufacturer to build that type of body. He is [illegible] He is failing to discriminate in the way that ordinary horse sense would suggest. He is lowering his guard and asking his opponent to sock him on the point of the jaw.

Lumbermen, as far as has ever been noted, do not discriminate in the matter of sleeping cars. They do not insist on riding in Pullmans of wood construction, but meekly let the company sell them berths in cars that are not proof against even a can-opener. The lumber papers and later on journals in other fields long ago explained the merits of the steel car as protection against wreck, fire or any other traffic danger; but the railroads go on using steel. A few complaints, and a few suggestions that wood cars be provided, would have an effect, even though they came from an interested source, on the manufacturers of lumber. But as it is, no one has risen up personally to express himself on the negative side of the steel car proposition.

Do lumbermen comment favorably on interior finish of wood, as seen in office buildings and elsewhere, and argue its cause when metal has been used? Or do they ignore both, allowing the inference to be made that it doesn't make any difference to them what kind of material the owner and architect decide on for the interior finish? It does make a difference, of course; when single buildings can take upwards of 250,000 feet of lumber in millwork only, it is bound to make a difference. A little discrimination here would help a lot, simply by tending to educate the public on the subject, and by showing that the lumbermen themselves appreciate the use of wood, and take note when it is absent.

How about the use of metal office furniture? Do you tell your friends why wood should be used instead of steel, inasmuch as it is proof against the average fire, and because the fire which would burn the contents of a wooden desk or cabinet must consume the desk or cabinet itself, whereas a steel container, once heated, burns its contents even though the case itself may not be destroyed. Do you have the courage of your convictions in this matter, or by keeping hands off do you admit that you concede the superiority of substitute materials?

The whisky people are among those who have been hard hit by a rise of prohibition sentiment. Exclusive of the moral question involved, they are a good deal like the lumbermen, who see their business getting away from them. But the whisky manufacturers are a little too aggressive to sit supinely twiddling their thumbs, where the vital matter of public sentiment is concerned. They have the unpopular side, but they don't intend to let that interfere with the business of stating their case whenever they have an opportunity.

Their chief organization for publicity is the National Model License League, which proposes regulation instead of destruction. The president of this association keeps in touch with what people are saying about whisky, and if somebody says something that isn't so, or is merely a half-truth, the organization sends out a reply which, because it is courteous, temperate and logical, is nearly always used. The result is that the papers and periodicals which are constantly printing things about the demon rum are likewise constantly printing rejoinders from the National Model License League, intended to show that it is a demon only when it is improperly used.

But let any sort of misstatement you like get into print about wood or lumber or any proposition affecting the industry, and it is taken up and repeated and garbled and quoted in one way or another without anything being done to meet the issue or show that the whole fabric was raised on a foundation of untruth. The lumberman appears to be so mentally inert that he cannot even rise to defend his own business. He reminds one of the man who walks around on April Fool's Day with a tag pinned to his coat which says to passersby: "Please Kick Me." And in this case the passerby, including the public and competitors of wood, have promptly proceeded to kick.

The lumber trade can afford to adopt a little more aggressive at-

titude. It can afford to discriminate between industries and manufacturers who use wood and encourage its production in so doing, and those who use a substitute and discourage the production of wood. Intelligent use of the purchasing ability of the trade in every direction would show that the lumberman expects the other fellow to meet him half way if he wants his, the lumberman's, business; and that no one can take his money with one hand and bat him in the jaw with the other.

Discrimination isn't nice; but it's a mighty powerful weapon now and then.

C. G.

# The Most Costly Woods

It has been claimed that the small piece of spruce used in the manufacture of a high-class violin is the most costly wood in the world. The test is not fair. It is the work bestowed on the wood, and the name of some famous makes associated with it, that give the spruce in a violin its value. The test is the wood bought in the rough, before any value has been added by manufacturing. Measured in that way, spruce, even the finest that the market affords, does not measure in value up to a number of other woods. A value of $100 a thousand feet would be excessive.

It is not possible to say what is the cost of any wood. The cost varies with time, place, and quality. Very fine samples may sell for two or three times as much as ordinary samples of the same wood. The fairest method of coming to a price is to take averages in a good market during a considerable period of time, and the cost should be at wholesale, so far as the wood has a wholesale value.

Calculated in this way the list which follows gives some of the costliest woods in the American market, but not all of them. Doubtless some which are not in the list are as expensive as some that are there, but the list will answer the general purpose of showing the range of expensive woods in the market. The figures are taken, for the most part, from reports of wood-using industries of either New York or Illinois, and are the average prices paid during one year. They should, therefore, be fairly representative. All of the values are based on the basis of 1000 feet, board measure. Some expensive woods are bought and sold by the pound, but where price is given it is calculated on the basis of 1000 feet.

The following list of woods and prices is compiled from actual purchases:

| Wood. | Cost Per 1,000 Feet. | Wood | Cost Per 1,000 Feet. |
|---|---|---|---|
| Mahogany | $140 | Cocuswood | 275 |
| Cocobolo | 150 | Vermillion | 300 |
| Madagascar tulip | 180 | African walnut | 321 |
| Bonsella | 203 | Lignum vitæ | 340 |
| Rosewood | 220 | Amaranth | 405 |
| Teak | 262 | Turkish boxwood | 400 |
| Circassian walnut | 275 | Sandalwood | 400 |
| Ebony | 275 | Satinwood | 400 |
| Australian plum wood | 275 | Snakewood | 575 |

Every one of the foregoing woods is foreign. Black walnut is usually credited with being the most expensive wood of the United States. The claim probably holds good if only woods in general use are considered. Mesquite lumber, sawed for furniture, sells for more than black walnut, but it is not regularly in the market and is sawed to order and in small amounts only.

Some of the most costly woods are never sawed into lumber. Among such are the tropical woods made into fishing rods. They are marketed in small billets, and they are often paid for by the pound. Some of these, if reduced to board measure, would range in price from $500 to $1,000 for 1000 feet.

The nannyberry, or black haw, which grows in most of the eastern states, is an important source of supply for canes and umbrella handles of the common sort. Natural crooks in the wrong place are straightened, and artificial crooks are made where wanted, and in that shape the stock goes to the factory to be finished. It is somewhat difficult to arrive at an average cost of such material, but if reduced to board feet $600 or $700 a thousand would be inside the limit for the best; but at that price some manufacturing has already been done on the material.

If searching for the highest priced wood in the world, according to present markets, the honor will doubtless fall on malacca (*Calamus scipionum*). This is neither a hardwood nor a softwood, but a climbing palm found in the jungles of Siak on the island of Sumatra. It is used for canes. There are all grades. Some cost very much more than others. The finest grades top the world's prices. The choice stick for a cane is cut from between the joints of the palm, and must be forty inches long. That length is quite unusual, and long search is required to find one. It is said that from 50,000 to 100,000 pieces must be sorted to find one that is perfect. However, good prices are obtained for those which are not faultless, and it is not necessary to throw away imperfect stock. When a perfect specimen is found it is handled with the greatest care, for it is worth almost its weight in gold.

New York is said to be the best market in the world for high-class malacca canes. London, Paris, Vienna, and St. Petersburg follow. Much of the stock reaches New York with the roots still attached to the stems. The lower grades are bought by the ton. In New York the straight palms are steamed and carefully hand bent in a vise until the proper crook is secured. There are men who think they possess the secret of doing this, and they guard the secret with jealous care.

A malacca cane of fair quality sells for fifty dollars, while the best, with artistic taper and perfect crook, is worth $125. If the stock in such a cane is reduced to board measure, and the value figured on that basis, it is found that it is worth the enormous sum of $700,000 the thousand feet. No great part of this is due to cost of manufacturing, but can be charged to the expense of finding the high-grade stock in the jungle and taking it to market.

## Walnut and Combinations

With the revival of interest in American black walnut on the part of many furniture manufacturers and others, there has been a temptation to cut the cost to a limited extent by using cheaper woods in combination with walnut, the idea being that by staining the combination material it can be made to produce a satisfactory result. The shrewder consumers, however, are keeping away from this as much as possible. They realize that while using high-grade black walnut all the way through would be rather expensive, they can buy a cheaper walnut for less conspicuous portions of the piece, and have the advantage of being able to offer a product that is exclusively walnut, instead of having to admit that it is a hybrid. The temptation to substitute some other wood for walnut is felt chiefly by the makers of popular-priced furniture, of course, those making high-grade lines not having considered anything but an exclusively walnut proposition; but even the former, it is contended, could well afford, at the expense of a few cents additional per piece, to use walnut exclusively. The walnut men who see combinations being made are likewise apprehensive lest this make a bad impression on the public and hurt the reputation of American black walnut at this critical time in its revival.

Hardwood stumpage is perhaps cheaper right now than it will be this time next year, in which fact there is a hint for those with surplus money seeking investment.

Many a man who thinks he knows quite a lot about the lumber business has been hard put to it this summer to answer the question of what is the matter with the trade.

THE PICNICKERS AT CASTLE PARK*

# Grand Rapids Picnic

Providence seems at times very partial to lumbermen, permitting them to enjoy all "clears" instead of all "sap." At dawn on the morning of Saturday, August 29, the day set for the sixth annual picnic given by the Grand Rapids (Mich.) Lumbermen's Association, the rain ceased and the heavy black clouds broke and vanished, leaving a clear blue sky resplendant with the rays of a rising sun. These promising weather indications occasioned another large attendance at Castle Park, the destination of the picnickers.

Castle Park is one of the many picturesque spots along Lake Michigan. Located between densely timbered high bluffs on two sides, Lake Michigan on the west side, and a beautiful rolling prairie land on the east side, Castle Park may appropriately be called an ideal summer resort. The athletic grounds cover a large area, permitting golf, tennis, baseball, and all outdoor sports. Shade trees in the center of the grounds add to the comfort of the resorters.

The hotel, called the Castle, is an artistic architectural building of historic origin and romance. It is thoroughly modern and affords all the appointments of our city hotels. It is an ideal place for the resorter who seeks amusement as well as rest, or a retreat for him who wants quiet and seclusion. It is exceptionally well adapted for a picnic party, having large dining halls and dance hall. It is within walking distance of transportation and convenient to railway and at Castle Park, the destination of the picnickers.

The attendance demonstrated that lumbermen at least are broad enough to forget their troubles and worries occasionally for the sake of good fellowship.

**The Day's Events**

Coming from all directions into Ottawa street at nine o'clock could be seen groups of two or more headed for the interurban trains awaiting them. "Billy" Vogelsang (our president), loaded with fog horns, tickets, prizes, hoops, etc., rounded the corner signalling life and action into a waiting crowd. "Little" Earl Crossman and son Edwin next hoved in sight, then came Walter Winchester and Charles Dregge with their families. N. J. G. Van Keülen and his bride meekly joined the crowd. Dave Wolf was next seen mingling with the crowd injecting pleasantries here and there.

The "hopeless" Carl Schneider was as usual around jollying all the girls, saying those nice things that only Carl can say. The out-of-town visitors, C. A. Abbott of Cadillac, Mich., and Ed Morrill of Rhinelander, Wis., were just a bit envious of Carl, but made good when they were in the dance hall at Saugatuck.

Two hours on the train brought the picnickers to Castle Park, and in response to President "Billy's" command, "fall in," everyone single filed over to the Castle for luncheon. Some way or another luncheon promised to be a divided stag party, much against the wishes of our friends Fassett, Ellston, and Don Fisher, but the girls wouldn't stand for it; forthwith the "stags" were properly dispersed with a lady on each side, much to the credit of Charles Dregge.

Following luncheon, came the group picture, then a trip through the

* Taken by "The Camera Shop, Inc.," Grand Rapids, Mich. Copies can be obtained from this firm by sending One Dollar to cover cost of printing and mailing.

THE CASTLE AT CASTLE PARK

BIRD'S-EYE VIEW OF CASTLE PARK

HERB SCHNEIDER PITCHING FOR THE "PERFECTS"

TUG OF WAR—THE STRONG MEN WINNERS

hills, viewing the sights. Viewing the sights is a pleasant and enjoyable pastime, but when it comes to climbing young mountains in the middle of a hot day, the committee on entertainment was lucky in not coming in contact with Messrs. Crossman and Wolf after they had reached the nearest heights. However, this trip was worth while. From the top of the hill you could see miles of beautiful scenery at a glance, as one of the accompanying pictures will show.

After journeying through the hills, the sports were started.

The tug of war, as usual, was won by the strong men captained by Earl Crossman, N. J. G. Van Keülen, lead man.

Two ball games were played, the "Perfects" defeating the "Defects," score 4-3, in an exciting finish. Messrs. Winchester and Wolf were arbiters. These two lumbermen have missed their real vocation and it is predicted that they will soon be under contract with the big leagues.

The egg contest was won by Mrs. E. C. Smith, Miss Winnie Rosema, and Mrs. Chas. Dregge. Time, thirty seconds.

The three-legged race was another repetition of several years, Herb Schneider and Glenn Fitzgibbon receiving first money. This is easy for them, for they practice together all year to show up others. Dregge & Konkle took second money, and a third prize was awarded the tailenders, Carl Schneider and Dewey, for real speed work; time, sixty-seven seconds.

The "fill-em-up" race was awarded to Mrs. N. J. G. Van Keülen, Miss Irma Richter, and Mrs. Herb Schneider. Time, ten seconds.

The hoop race required two heats for a decision, due to the close finish of the first heat. The final winners were Chas. Dregge, Stewart Engle and J. D. Boland.

The fifty-yard dash for boys gave Tommie Foote the satisfaction of beating his old rival, John Dregge, though Louis Haeck received first money.

The women's race always did develop great rivalry in Grand Rapids, though some of the real runners were off the track this year. Two dark entries this year produced winners. The awards were handed Mrs. E. C. Smith, Mrs. Herb Schneider, and Miss Irma Richter. Time, twenty-eight seconds.

The nimble finger contest was the real scrappy event of the day. Everybody in the race (twenty-five couples) won, though the judges who were playing favorites, picked as winners Mr. Joe Noorthoek and Miss Alice Allen, Mr. Geo. Engle and Mrs. Lillian Withbeck, and Mr. J. E. Orr and Mrs. Adrian Van Keülen.

Bathing followed the field events, but only a few cared for a swim in the lake.

There was a scrambling for seats at the dinner table at 5:30, due to the announcement, "Look for the chicken." "Mine Host" Parr did justice to the crowd in sizing up healthy appetites.

After dinner the prizes for the events were awarded to the winners by H. B. Darlington of Chicago. Harry had to make his presentation speeches and didn't miss bringing in some of his dry English wit.

At 7:30 many of the party boarded the specials for Saugatuck, where they danced until 9:30. Promptly at 9:30 the special trains left for Grand Rapids, closing a day which will furnish pleasant reminiscences, and a repetition of which will be looked forward to in 1915.

EARL CROSSMAN AFTER A CLIMB UP THE HILL

LEFT TO RIGHT: MRS. EARL CROSSMAN, MISS LETTA DAVEY, MRS. HORACE FOOTE, MRS. WILLIAM VOGELSANG.

# In the Memphis Territory

...the high seas is regarded as distinctly more favorable. This is indicated by the action of the railroads in raising the embargo on lumber, ... which ... continues to increase active between American and English ports. ... their machinery. They realize that conditions are such that no business ... during the war and that there may be quite a lull ... also sold in domestic channels, are doing their best to dispose of lumber in the latter. There are some firms, however, which export ... a practical standstill.

There has been no logging in the Memphis territory for some time, and none is anticipated until the outlook becomes substantially brighter. One of the first steps taken by lumbermen in this section was the stoppage of the cutting of timber, and all are agreed that this is the wisest course to pursue under the circumstances. There is enough lumber on hand to take care of the current demand and also ... engaged in the manufacture of hardwood lumber.

John M. Pritchard, secretary of the Gum Lumber Manufacturers' Association, is authority for the statement that the stoppage of imports of African mahogany and Circassian walnut as a result of the war situation in Europe will react favorably on red gum. He says that the supply of African mahogany this year is considerably lighter than normal and that it is somewhat inferior as to quality. Furthermore, he says that the amount of this timber has been greatly restricted since hostilities opened in Europe. Circassian walnut has also come forward in very limited volume. The situation in Mexico during the past year has been so unsettled that comparatively little mahogany has been gotten out in that country and it will require some time before a sufficient quantity can be prepared for shipment to materially affect the supply in the United States. There has been a practical stoppage of exports of red gum, but it is felt that the loss in this direction will be more than offset by the increased use of red gum growing out of the smaller imports of the woods already mentioned. It is emphasized by Mr. Pritchard ...

... Mr. Pritchard further states that the domestic demand for gum lumber ... manufacturers are in about as good position as those engaged in the production of any other southern hardwood.

The most discouraging feature in the southern situation is the outlook for the marketing of the present cotton crop. Cotton has been the staple crop of the South for many years and has been that from which a very large proportion of the money is made. Present indications are that the yield will be very large, perhaps the second largest on record, but from a price standpoint the situation is most unfavorable. Cotton was selling around twelve to thirteen cents when the war broke out in Europe, but Texas, which has considerable early cotton, is now offering the staple at about seven cents per pound. Georgia is selling around seven and seven and one half cents, and the other states will have to fall in line. This is considerably below the cost of production, and it looks now as if the people of the South are face to face with the most serious condition in many years. Their purchasing power will be vastly reduced unless there is a decided change in the situation, and manufacturers of buggies, wagons, automobiles, furniture and various other commodities in which hardwood lumber is used will find their markets very much restricted so far as the southern states are concerned. It is already a question of supplying the necessities of life, and luxuries of every kind will be tabooed until the situation changes decidedly for the better. The average price of middling cotton during the past season was slightly more than thirteen cents per pound, and when this is compared with ruling quotations, it will be readily seen to what extent the income of the people of the South who depend on cotton will be reduced.

## The Way the Wind Blows

... to indicate the direction of the trend of trade. These pebbles are used in the United States by mills which grind cement. They compete with pebbles from France and Belgium. But a month of war has given practically the whole pebble business to the American product.

This shows what will happen in other lines of business. War will remove competition, and trade is bound to come to American concerns. HARDWOOD RECORD has insisted all the time that such is bound to be the result, and the first movements of trade under the new conditions show that exactly these results are occurring. There will be plenty more. The movement will set our way, and the current will be strong.

## A Fan's a Fan for a' That

No doubt a lot of the matter that is printed concerning the war is rigidly censored, but the censorship is all done on the other side of the ocean. A member of the Buffalo lumber trade saw near the boat landing at one of the Canadian resorts a big pile of extras with the usual startling headlines at the top of the front page. Bending over the papers was a young man with a pair of scissors, who was engaged in cutting something from the very center of the big headline. "British" something or other, the headline read. "Ha," said the lumberman, "a big British defeat has happened and they don't want the Canadians to read about it. I never thought the censorship applied here."

"What are you talking about? He's cutting out a Baseball Fans' Popularity Coupon. They're in the paper every day and the newsboys cut them out and vote with them."

# An Opportunity for Dimension

There has never been a more opportune time for more extensively developing the practice of making dimension stock than right now. One potent reason for this may be found in the fact that many hardwood consumers are constantly asking for stock cut to specific dimensions. Concerns using comparatively clear stock are turning more to dimensions because in reducing their business to a science they find a more positive element in the purchase of raw material cut to specific dimensions than in the purchase of low grade lumber and flitches to be worked up, and that with a waste item of uncertain proportions. So wherever it is practical to standardize and to use uniform sizes there is a disposition on the part of many users to buy their wood cut to specific dimensions, which reduces the freight item and enables them to have a better and more positive idea of both the cost and the quantities of raw material.

The thing about the present situation that should appeal to the hardwood sawmill man and encourage a turning more to dimension work is in that with more attention given to reducing and refining the output, the less would be the quantity with the same crew of men, and the greater should be the returns.

One of the causes of the past depression in the hardwood lumber world is too much cutting capacity. There has been evident need of curtailment for some time. Every man wants the other fellow to do the curtailing and no man likes to shut down his operations.

If instead of shutting down or reducing the crew, the millman will turn to the making of specific dimensions, to refining his lumber and eliminating the cull and waste right at the mill, there would be found several kinds of saving grace. One of the important factors here will be a reduction of output. Another will be increased value of the product through its refinement in reducing stock to dimension. Another important item will be the saving in freight in shipping the dimension stock as compared to the rough lumber.

It looks like this is the opportune time to center more attention—and action too on the matter of dimension stock and the more attention given to it the more possibilities will be found for cutting specified dimensions and supplying them to the trade. In the round it will be found that the production will automatically curtail itself, and the lumber situation will soon show up better for both producer and consumer. At least that is the way it ought to work so the subject is commended for earnest study on the part of sawmill men.

One of the essentials to proper progress and economy in the manufacture of dimension stock and special pieces and articles in wood is the establishing of certain universal standards and the elimination of a great portion of the useless variety which leads to confusion and uncertainty. While not much has been said about this phase of the matter, it is perhaps the great confusion and useless and unnecessary variety that has retarded more than any one other thing the progress of the dimension stock business as a part of lumbering operations. There is not only useless variety in dimension stock for given purposes but we find this same fault and confusion among certain well defined manufacured articles in wood work that have been in use long enough to have settled down to a few specific sizes. Take by way of illustration such items as hickory handles, hickory spokes, oak spokes and wagon hubs and there we have articles that have been in use for several generations. Yet instead of eliminating the useless variety in the course of time and establishing just a few necessary, universal designs and patterns, the variety continues and even multiplies at times and is so confusing that it makes the trade difficult and unnecessarily expensive all round.

There have been some efforts to establish hub standards, but so far they have not amounted to much more than that each prominent wagon manufacturer has his own standards and they differ in some manner from those of the next one, which not only makes it a little difficult for the manufacture of the material but it makes it a trying and vexing problem for the jobbing houses which strive to carry these things in stock to supply the blacksmiths throughout the country with material for making repairs.

The hubs are perhaps the simplest item on the list, too, but there is even more confusion when we get into spokes, and the confusion and variety increase when we get into handles. All this, in turn, makes for unnecessary variety in the getting out of the raw material in the form of billets or dimension stock.

Again we have the same proposition in different form when it comes to getting out dimension stock for furniture, for farm implement manufacture and in practically all lines of work where an effort is made toward economy in raw material and freight by the manufacturer of either the blank dimensions or the partly finished articles somewhere near the point of origin of the raw material.

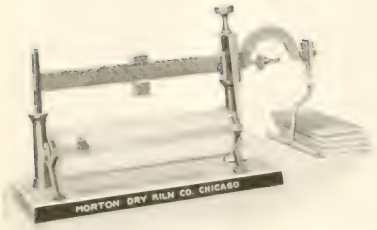
It would be a great day for the woodworking fraternity if all those interested in the various lines suggested here could get together and establish standard sizes and specifications, making the number as few as practical and eliminating some of the useless variety in dimension wood stock and in manufactured articles. That there is a great burden of useless variety practically all in the trade admit. It should be only a step from the admission of this fact to taking action which would result in benefits all round. It is a step, however, that the trade has been slow to take, notwithstanding the apparent benefits to be derived from taking it. Surely this winter it ought to be possible to lay the ground work for the gradual elimination of some of these useless sizes that cause unnecessary confusion and burden of expense to the woodworking fraternity.

J. C. T.

## An Interesting Tree

The paddle-wood tree, which is a species of *Aspidosperma,* is one of the most peculiar trees in the forests of South America. The trunk has the appearance of a number of boards standing on end, one edge of each forming the common center of the tree from which they radiate. The tree is generally known as paddle-wood, because these board-like natural buttresses are used extensively for making paddles, which are preferred to those made of any other wood for propelling the light boats or wood skins, which are usually made of the bark, either of the locust tree *(Hymenaea courbaril),* or of the purple heart *(Copaifera pubiflora).* Canoes made of the bark of these two trees are very light and they are propelled by means of paddles made of the light wood of the paddle-wood tree. The paddles are hewn merely with the cutlass or knife, sometimes out of a solid block of some other light wood, but more often, because more easily, out of one of these buttresses, which frequently extend from the ground to the base of the crown. In fact, the whole trunk for some distance from the ground often consists merely of board-like longitudinal projections from the center of the tree, which can be readily shaped into paddles. While the paddles made from these buttresses vary from three to six feet in length, their general shape remains the same throughout the region where the paddle-wood tree grows. They generally have broad, oblong blades, round shafts, and a semi-lunar handle at the top into which the hand fits very comfortably. The wood is moderately soft, and is often ornamented with pointed figures and patterns.

While there are a good many other trees in the South American forests that exhibit such peculiar fluted trunks or board-like buttresses, in no other is this habit of growth so pronounced as in the paddle-wood tree. The mora *(Dimorphandra mora)* has very wide buttresses at the base of the trunk, but they seldom attain a height of more than ten or fifteen feet. The mahogany, Spanish cedar, and other closely allied trees frequently develop buttresses of enormous size if they stand on soft or marshy ground. The broad base is necessary to support the tree in such situation, and the buttresses provide that base.




MODEL "A" TROEMROID SCALOMETER

MODEL "B" TROEMROID SCALOMETER

# To Determine Wood Moisture

About a year ago B. D. Curtis, secretary of the Morton Dry Kiln Company, Chicago, perfected an instrument for testing materials to determine the amount of moisture. The original patent covered a mechanical arrangement which was entirely efficient for the work it had performed, but since then numerous improvements have been made to the general equipment. The Morton company is now preparing to market this instrument and has gotten out an attractive descriptive booklet.

The Troemroid scalometer manufactured by the Morton Dry Kiln Company is made in three models. The instrument is a special scale of extreme accuracy fitted with agate bearings with screw adjustment for balancing. The beam is graduated from 0 to 2 ounces, divided into 100 parts, each division representing 1/50 of an ounce. By using the pointer attached to the beam weight the 1/100 part of an ounce can be weighed.

The booklet describes each model, gives specific instructions for operating and a series of example demonstrations. It also gives some excellent advice on general methods.

In addition there are cuts of the automatic electric heater and the Morton registering hygrometer, both of which instruments could be used to advantage in dry kiln and testing work.

BUYING AND SELLING LUMBER BY SCALOMETER TEST

Page 14 of the booklet is devoted to a talk on buying and selling lumber by the Troemroid scalometer test. This talk follows:

It has been the custom in buying or selling lumber to give but little attention to its moisture contents when considering its market value. The mills designate the stock as green from the saw or 3, 6, 9 or 12 months air dried, as the case may be. While this gives a general idea as regards its moisture condition, it sometimes proves very misleading as lumber that has been air dried in one locality or under favorable yarding conditions might air dry more in three months than it would in another locality or under unfavorable yard conditions in six to nine months.

The time of the year the lumber is cut or piled on the yard also has a great influence as to its rapidity in air drying. A great number of woods will shrink in volume from ten to fifteen per cent from green to kiln dry.

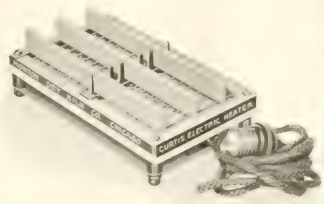
Would it not be much more just to the buyer as well as to the seller of lumber if a basis could be established for marketing this product so that both parties could know the exact moisture condition as well as loss in volume due to shrinkage?

The mill that can offer for sale lumber that contains only fifteen to twenty-five per cent of moisture should command a premium over the mill that is offering lumber with thirty to thirty-five per cent moisture, as the purchaser is getting more lumber and less water, also a saving on freight and securing stock that can be put through his kilns in less time and with less loss in shrinkage.

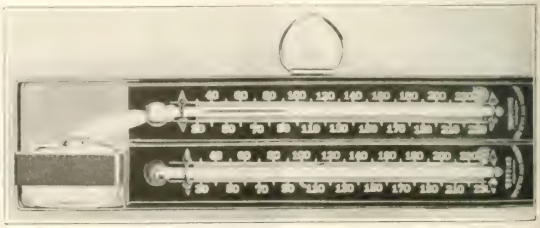
What may seem like well air dried lumber to one person or firm may not appeal to another. Think of the arguments and disputes that could be eliminated in this way alone if buyer and seller both knew the exact moisture contents of the lumber at the time the sale was made.

We believe that eventually as much attention will be given this matter of moisture conditions in lumber as to the grade and quality in selling and buying of same and that every woodworking industry buying lumber from the mills, as well as the mills themselves, will be provided with some kind of means for accurately determining the moisture contents of the lumber and be prepared to sell or buy it on the basis of moisture test as well as grade.

The book concludes with a price list of Morton Dry Kiln instruments, and a list of a few firms now using these instruments.




CURTIS ELECTRIC HEATER



MERCURY THERMOMETER FOR USE IN DRY KILNS

# The Mail Bag

Any reader of HARDWOOD RECORD desiring to communicate with any of the inquirers listed in this section can have the addresses on written request to the Mail Bag Department, HARDWOOD RECORD, 537 South Dearborn Street, Chicago, and referring to the number at the head of each letter and enclosing a self-addressed stamped envelope.

### B 771—In the Market for Hickory

Rumney, N. H., August 24.—Editor HARDWOOD RECORD: I thank you for your service in the ash, and now I am in the market for hickory. Can you help me?

The writer of the above letter recently wrote to HARDWOOD RECORD for information as to source of supply for certain specifications of ash, and while he does not specify exactly what he wants in hickory, HARDWOOD RECORD has written for the information. Those likely to be interested in the hickory proposition can secure his name and address upon writing this office.—EDITOR.

### B 772—Wants Names of Broom Handle Manufacturers

Pittsburgh, Pa., August 29.—Editor HARDWOOD RECORD: Have you any means of knowing who the manufacturers of broom handles are in this section of the country? We ask this question for the reason that we are operating a hardwood mill in West Virginia to which is attached a dimension mill. We are well equipped for producing broom-handle squares and have almost an unlimited supply of stock. This is a line of the lumber business we are not familiar with and if you could give us any information as to where we might possibly find a market for broom-handle squares, we would appreciate it.

As everyone knows, there has been in the past some difficulty in purchasing a satisfactory grade of broom handle squares. We are publishing this letter in the belief that it might work out to the mutual advantage of the inquirer and broom handle manufacturers. Those interested should write HARDWOOD RECORD.—EDITOR.

### B 773—Will Soon Be in the Market for Birch

Los Angeles, Cal., August 25.—Editor HARDWOOD RECORD: We have your recent letter asking us whether or not we buy hardwoods. We will shortly be in the market for birch, as we are going to make milk boxes. We will want this in 8, 9 and 12" width, 1" thick with 20" clear cuts. We will be pleased to have prices.

Handlers of birch who are able to fill the above requirements would, we believe, find this a profitable trade.—EDITOR.

### B 774—Wants Market for Dogwood

Hope, Ark., August 24.—Editor HARDWOOD RECORD: Can you give me information as to who buys dogwood timber and what size they would want and something of what they would pay?

HARDWOOD RECORD has advised this correspondent of various purposes for which dogwood is used extensively. Anyone interested in the purchase of this timber can have the information necessary by writing HARDWOOD RECORD.—EDITOR.

### B 775—Wants to Buy White Cedar Posts

Indianapolis, Ind., August 26.—Editor HARDWOOD RECORD: Please refer me to several responsible concerns from whom I can secure first class round white cedar posts for farm use. These posts should be seven feet long and in the neighborhood of five inches in diameter at the top and seven inches diameter at the bottom. If you prefer you can refer this inquiry to several companies and have them write me direct. These prices should be in minimum carload lots or less.

The original letter called for white cypress posts, but, of course, it is evident that this is a typographical error, as it should unquestionably be cedar. HARDWOOD RECORD has given this correspondent the names of a few concerns likely to handle this product, and others interested can have information by addressing this office.—EDITOR.

### B 776—Bassett Company Enlarges Operations

Monticello, Ky., August 28.—Editor HARDWOOD RECORD: We wish to advise that we have purchased the planing mill and entire plant of J. H. Shearer & Co. of Monticello, including their lumber business in this section. We expect to continue the business and make some extensive improvements at the plant and will also put in a full line of sash, doors, shingle, roofing and millwork. This will in no way conflict with our present business in manufacturing vehicle woodstock, as we will run this end of the business in at the mill under the same management, and it will in no way curtail its output on account of the addition.

BASSETT HARDWOOD MANUFACTURING COMPANY.

### B 777—Wants Box Shooks for Export

New York, N. Y., August 26.—Editor HARDWOOD RECORD: Please advise me the names of some large box manufacturers in position to furnish 1,500,000 feet of gum, tupelo, cottonwood or spruce box shooks for export within two or three months' time. My buyers will send steamer to any American port to load when they would then assume all risk afterwards. Your prompt advice will oblige.

Anyone interested in the above inquiry can have the name and address of this correspondent upon application to HARDWOOD RECORD.

This is one of the very substantial indications which has led HARDWOOD RECORD to believe implicitly in the future of the business situation throughout the country. While we do not know the correspondent personally, we have reason to believe that he is entirely responsible and that this constitutes a real opportunity for box shook manufacturers.—EDITOR.

# With the Trade

### Concerning Our Editor

Several months ago E. W. Meeker, managing editor of HARDWOOD RECORD, expressed an opinion that "all new babies were just exactly alike—little red-faced monkeys that would grow into human beings—and nobody but doting grandparents ever thought otherwise." Since the advent of his son on August 22, however, our editor has experienced a change of mind or heart. When the boy had reached the advanced age of three days, the "doting parent" proudly admitted that the child looked just like his father; hence, anyone who knows Mr. Meeker will know that this boy is not like any other child.

The late publication of this news item is due to the extreme modesty of the editor. We feel, however, that his friends will want to hear of his good fortune and we are taking the liberty of printing it without consulting him.

### The Stearns Company Moves Selling Office

It is announced that the office of the Stearns Company, Grand Rapids, Mich., has been discontinued and that the work formerly carried on in that office will be transferred to Ludington, Mich., headquarters of the Stearns Salt & Lumber Company. This was the general sales office of the Stearns interests, although the stock of the Stearns Salt & Lumber Company has been handled directly from the Ludington office.

J. E. Dewey, sales manager of the Stearns Salt & Lumber Company, writes that by combining both organizations and with the added facilities afforded it will be possible to serve its customers better than ever.

### The Johns, Mowbray, Nelson Company in Receiver's Hands

The Johns, Mowbray, Nelson Company of Cincinnati, O., was placed in the hands of receiver on August 31. The Common Pleas Court of Hamilton, O., appointed as receiver Norwood J. Utter of Hunt, Bennett & Utter, attorneys, Fourth National Bank building.

The Johns, Mowbray, Nelson Company was one of the most promising young concerns of Cincinnati. It was originally composed of Walter E. Johns, Albert W. Mowbray and Coleman C. Nelson. Mr. Johns was formerly manager of the Wm. H. Perry Lumber Company, Cincinnati, and left that concern to start this new business. Mr. Mowbray, who died several months ago, was a brother of Fred Mowbray of the Mowbray & Robinson Company of Cincinnati. Up to the time of his going into the lumber business, Mr. Nelson had been directly connected with the transportation business, having been employed in that capacity with the Anchor Line.

Report on the assets and liabilities shows the former to be $26.000, and the latter, $18,000. The necessity for the appointment of a receiver was occasioned by the inability of the company to secure credits or extensions of credit, owing to the unsettled condition of the country in general, and the lumber condition in the South in particular; another reason, the death of Mr. Mowbray, withdrawing a source of financial strength.

The receiver states that as far as he can ascertain at present, the company is solvent and eventually expects to pay creditors in full, although of course definite opinions are unwise under existing conditions.

The failure of this concern will be the cause of real regret, as its principals are all well liked in Cincinnati and other centers.

### Valuable Tennessee Property

In this issue of HARDWOOD RECORD, p. 62, will be found a sale notice of valuable timber and mining lands in Tennessee, aggregating 175.000 acres. Sealed bids will be received until the second Monday in November, 1914, by the receivers of this property at Nashville, Tenn. Full particulars of the manner of sale are given in the advertisement referred to. It is the Bon Air Coal & Iron Company's holdings.

### Death of William Threlkeld

Wm. Threlkeld, head of the Indiana Quartered Oak Company, New York, died August 1 after an operation. Mr. Threlkeld had been in poor health for a long time, but his ailment was not of a nature to keep him from business until a week ago, when an operation was decided upon. He died one week from the day he entered the hospital.

### C. L. Willey Returns from Europe

### West Virginia Hardwood Firms Consolidate

### The Merritt Company Optimistic

H. M. MERRITT.

### Otis A. Felger Sees Benefit to Cuban Mahogany

### New York Firm Adds Hardwood Department

### Death of Charles A. Christman

# Clubs and Associations

### Optimistic Meeting of Arkansas Manufacturers

On August 25 the Arkansas Lumbermen's Club held a special meeting in the Marion Hotel at Little Rock, for the purpose of discussing the conditions brought about by the European war, their effect upon the lumber industry of this country, and the outlook for the future.

The meeting was well attended by both the manufacturers of hardwood and the yellow pine mill men. The talks for the most part were optimistic for future prospects. Most of the men stated that at present their concerns are experiencing a let up and lack of activity, but some declared that no material loss of business has been felt by their companies.

The members of the club and a few visitors, including the Honorable George W. Hays, governor of Arkansas, met in a private dining room of the hotel at 12:30 p. m. for lunch, at the close of which the business session was held.

Governor Hays, being asked by Chas. H. Buchner, president of the club, to address the lumbermen, stated that while business had been slightly depressed because of the war disturbance, in his opinion the near future would offer to the business men of the country the greatest opportunities they have ever had. He expressed the belief that the European difficulties would soon be terminated, and that international commerce would again be restored, and bring with it the heaviest demand for American-made goods that history has known. He also expressed sincere confidence in the Washington administration's ability to handle the present crisis in a manner that would speedily restore internal prosperity.

At the close of Governor Hays' address the lumbermen pledged themselves to give the Arkansas commission all of the lumber needed for the construction of the Arkansas exhibits at the San Francisco exposition in 1915. About 200,000 feet will be needed for this purpose, and this amount is to be donated by the Arkansas mills.

G. W. Allport of the Carnahan-Allport Lumber Company, Gurdon, who is also vice-president of the club, stated that while the export market had been shot to pieces by reason of the European war there was a good domestic demand, especially for the lower grades. He attributed the increased demand at this time to the activity among the railroads in buying.

R. H. Brown of the Penrod-Jurden-McCowan Company, Brasfield, expressed the belief that during the next few months the lumbermen as well as all other business men of the country would be put through a severe business test, as he stated, "The acid test of the soundness of our business will be made pending the restoration of international commerce. We must look the situation squarely in the face, and arrange to meet it as best we can."

The expressions from the yellow pine men indicated that they anticipated no further serious troubles. Some of them recounted instances which, in their opinions, indicated strongly that business and prices would increase with time, rather than decrease. One manufacturer called attention to the fact that during the past sixty days about eight per cent more lumber had been shipped out by the mills than was manufactured. Another stated that prices were better now than they were twelve months ago, or even thirty days ago. Still another announced that the demand for car siding and other material consumed by the railroads had been exceptionally good of late. On the other hand, the attention of the members was called to the fact that at present there was no considerable amount of speculative building going on, and further, that loans for buildings were being withheld at present. Some of the men offered the suggestion that the good demand of late had been occasioned by the need of material to finish up building projects already begun.

### Important Meeting of Exporters

The various problems with which the exporters of lumber have been brought face to face as a result of the European war prompted the board of directors of the National Lumber Exporters' Association to hold a special meeting at the Hotel Sinton in Cincinnati on August 28-29 in the hope that an exchange of views might prove helpful. One of the matters that received special consideration was the seizure of shipments of lumber and logs on vessels which sailed prior to the war and which, consequently, carried no war risk insurance. There have been a number of such shipments, which were taken to ports where the shipments cannot be disposed of to advantage. Of course, the shipments will be released as soon as the prize court can take action and ownership is proved. But when the consignments are released the shippers will not know what to do with them for the reason that they were cut for the trade in certain sections and are entirely unsuited for the business in another locality. Such shipments will have to be sold at a great loss, and at additional expense for handling. In many instances the exporters would get practically nothing out of the consignments. What to do under such circumstances was discussed at considerable length, and it was decided to instruct Frank Tiffany, the

**Rockcastle Lumber Co.**
**C. L. Ritter Lumber Co.**
OAK—Plain and Quartered, RED AND WHITE
POPLAR CHESTNUT BASSWOOD
**Anything in Hardwoods**
**Huntington West Virginia**

**Watch This Space**
*For Offerings of Fine*
**SOUTHERN HARDWOODS**
BUSKIRK-RUTLEDGE LUMBER CO.
(Inc.)
Lexington, Kentucky
BAND MILLS: Quicksand, Ky.; Straight Creek, Ky.

**Dermott Land and Lumber Company**
**DERMOTT, ARK.**

**The White Lake Lumber Co.**
Peoples Gas Bldg., CHICAGO, ILL.

**Northern and Southern Hardwoods**

CAR STOCK

WHITE PINE — YELLOW PINE

*High Quality—Prompt Delivery*

WE WANT TO MOVE AT ONCE

10 cars 1" No. 1 Common Basswood
5 cars 1" No. 2 Common Basswood
30 cars 1" Red or White Oak, all grades
40 cars 1" Red and Sap Gum, all grades
The last two items are but one-half dry

*Send us your inquiries*

**LABORERS FREE**

Free of charge to employers, we supply all classes of laborers and mechanics, of any nationality.

Loggers, Railroad Graders, Cooks, Flunkies, Teamsters, Engineers, Saw-filers, Bark-Peelers, Sawyers, Swampers, Cant-hook men, and good men for general labor work.

Men pay own railroad fares to the works. We have good men on hand to work around sawmills and lumber yards by the day or by month.

Write all particulars in your first letter, wages, working conditions, etc.

Long Distance Phone Franklin 3529

**Diamond Labor Supply Co.**
32 So. Canal Street, Chicago, Ill.

**COLFAX HARDWOOD LUMBER CO.**
MANUFACTURERS

ASH — OAK — CYPRESS — GUM

All stock hand sawn, well manufactured, carefully graded, good average widths and high percentage of 14 and 16 ft. lengths.
No manipulation of grades.

Located on L. R. & N. Co. COLFAX, LA. Consumers' inquiries desired

**Bluestone Land & Lumber Company**
MANUFACTURERS
WEST VIRGINIA HARDWOODS
Soft White Pine, Oak, Poplar, Chestnut, Hemlock
Band Sawed Stock
MILL FACILITIES COMPLETE PLANING
RIDGWAY PENNSYLVANIA

**The Ferd. Brenner Lumber Co., Alexandria, Louisiana**

**Manufacturers of High Grade Hardwoods** DAILY CAPACITY 125000 FEET

foreign representative of the association in London, to look after these shipments and do whatever possible to lessen the losses of the exporters.

A resolution was adopted commending the efforts of President Wilson to provide ships on which Americans exports can be sent to foreign countries and thus make up at least in part for the demoralization of ocean traffic in consequence of the war.

President Fred Am of the Association made a verbal report, in which he gave his views on the situation created by the war and presented the facts as they appeared to him. Practically every member of the board joined in the discussion and much diversity of opinion prevailed. Some of the members took the job as Germany in the conflict much farming that the export trade would forced to fight, while others actuated themselves on the side of the allies. Similarly divergent also were the views as to the duration of the war. Some thought the struggle would be long-drawn-out while others expressed themselves and are confident that it would be relatively brief because of the rapid exhaustion taking place and the great waste caused. The opinion was unanimous, however, that under the circumstances conservatism and caution were in order, and all the directors expressed the belief that a very material curtailment of exports would be experienced as long as the war lasted. It was deemed the part of wisdom to discontinue shipments temporarily and to stop the cutting of stocks at mills which turn out lumber especially for the export trade. The next few months, therefore, are likely to see an extensive limiting of such activities. Mills which have not already shut down will stop as soon as the supplies of logs on hand are cut up and will be held back where no guarantee can be given of payment for shipments. So far it has been impossible to obtain assurances that drafts for lumber shipped will be paid, and while this has not prevented a number of forwardings, the directors of the association none the less feel that to be on the safe side, exports should be discontinued until the situation becomes clearer.

The report of the treasurer, John L. Alcock of Baltimore, showed the association to be in fine shape financially, with all obligations paid and a balance in the treasury. Reports of various standing and special committees were also submitted, and they made a satisfactory showing. It was decided to have an N. L. E. A. day at the Panama-Pacific Exposition, but the date will not be settled upon until later. The suggestion had been made that the annual meeting be held in San Francisco at the time of the exposition, but it would be necessary to change the constitution and by-laws to do so, and this was considered inexpedient.

Sessions were held in the morning and afternoon of Friday, and another took place on Saturday morning, the entire time being taken up with business. After the executive meeting the Cincinnati members of the association were invited to attend, and half a dozen took advantage of the opportunity.

The meeting having been called strictly to discuss problems brought up as a result of the war, there were no social features, and the members dispersed as soon as the business on hand had been disposed of. It is considered altogether likely that another meeting of the board will be held prior to the annual session in general, if circumstances make such an arrangement desirable, and the belief now prevails that conditions will call for a second conference. The directors feel that the deliberations will prove helpful in giving each member of the association the benefit of an interchange of views by the most experienced and best informed exporters in the business.

### New Resident Inspector Manufacturers' Association

Official announcement is made from the headquarters of The Hardwood Manufacturers' Association, Cincinnati, O., of the appointment of J. V. Hill as resident eastern inspector, with headquarters in New York City.

The association does considerable inspection work in eastern territory, but heretofore this has been taken care of by traveling inspectors from the West. Under the new arrangement, Mr. Hill will become general eastern representative of the association, and will take care of all the work that develops in eastern territory.

The association has been particularly fortunate in securing the services of Mr. Hill, who is a former chief inspector of the association. Mr. Hill left the association some years ago to embark in the lumber business, and has had many years of experience in the handling of hardwoods in the Ohio Valley and the southern producing section, and enjoys a high reputation for his ability and technical knowledge of lumber.

### Plans for Hoo-Hoo Building Progressing

Industries allied with logging and sawmilling are responding generously to invitation to co-operate in financing The Lumbermen's Building and House of Hoo-Hoo at San Francisco. All participating firms and individuals will be enrolled on roll of honor and displayed in the building and enjoy all membership privileges.

The industries closely allied with logging operations and lumber manufacture, such as machinery, belting, saw, hardware and wire rope companies, are co-operating in the financing of The Lumbermen's Building and House of Hoo-Hoo at P. P. I. E. at San Francisco on a very generous scale, insofar as they have been solicited up to this time. The allied interests have co-operated in the fraternal spirit of Hoo-Hoo but they also realize that any proposition that tends to better the lumber business by market extension, directly benefits them in their business.

The purpose of the board of governors in carrying on this project is of a dual character, designed not only to show hospitality of a big hearted western style but also to exploit and advertise in every way possible the uses, merits and beauty of the commercial woods of the Pacific coast to the throngs of lumbermen and wood-using factory men who will be attracted to the exposition.

### Hoo-Hoo at Winnipeg

The Concatenated Order of Hoo-Hoo made elaborate preparations for its twenty-third annual meeting which is being held at Winnipeg, Manitoba. The Canadian town's reputation as an entertainer is widely known; the time of the year is the best; and the members have made ample provision for the occasion. It is, therefore, assured that success will crown the efforts of those who have the affair in charge, both the visitors and the city which will do the entertaining.

## *Pertinent Information*

### Freight Rate Decision

It is impossible as yet to say just what interpretation the railroads will put upon the decision of the Interstate Commerce Commission in the 5 per cent rate case in Central Freight Association territory. The tariffs are now being printed, principally effective October 1, but as yet no action has been taken by the railroads proposing to make the 5 per cent advance on lumber rates on tonnage passing through the Central Freight Association territory. There are through rates to eastern territory effective from the South and Southwest which are not in combination with rates in the Central Freight Association territory.

Because the rates on lumber with the Central Freight Association territory were advanced, and those on brick, tile, cement, clay and plaster were not advanced, there is reason to feel that lumber was discriminated against. The National Lumber Manufacturers' Association went on record before the commission as not opposed to a general rate advance, but protesting against lumber being singled out for an advance unless other commodities were very generally advanced. The records of the hearings contain many letters and resolutions from lumber shippers favoring the advance on all rates including lumber, and it is known that these were fully considered by the commissioners. The records show that the cement manufacturers, on the other hand, were unanimous in protesting against an advance on cement, holding that the business could not stand it.

### An Unusual Situation

It is not very often that a full ship's cargo of as valuable material as mahogany remains long without an owner, but this is what occurred recently at San Francisco when the British bark, Lobo, arrived there a short time ago from Tasmania and laid at anchor for a very considerable period while its master, Captain Murchison, the Bank of California, and the officials of the Panama-Pacific Exposition were frantically rushing about trying to locate the owner.

The captain was told that the officers of the Bank of California would instruct him as to the delivery of the logs, but this they were unable to do, not knowing the name of the consignees. It was known, however, that the logs were intended for one of the nations participating in the Panama-Pacific Exposition. At the time of the last report there was no definite knowledge as to just who was to receive this valuable cargo.

### The World's Largest Oaks

England claims to have the largest oak trees in the world, and the claim appears to be pretty strong. Lord Powis recently sent to a London paper the dimensions of three oaks growing in Powis Castle Park. These are the Champion Oak—height, 105 feet; girth, 23 feet 6 inches (5 feet from ground); contains 2,026 cubic feet of timber; the Giant Oak—height, 92 feet; girth, 29 feet 7 inches (5 feet from ground); contains 1,925 cubic feet of timber; and the Wilderness Oak—height, 95 feet; girth, 22 feet 4 inches (5 feet from ground); contains 1,617 cubic feet of timber. Lord Powis points out, there are trees of greater girth than these, but the two largest, the Champion and Giant oaks, are said to contain more timber than any other oak trees growing at the present time. Though trees, he says, containing 1,000 cubic feet of timber are rare nowadays, they must have been fairly common at one time in the oak-growing districts of England and Wales, as is evidenced by the fact that in 1793 and 1796 no fewer than 26 trees, each containing 1,000 cubic feet and over, were felled in Vaynor Park, Montgomeryshire. The largest of these contained 1,322, and the smallest 1,127 cubic feet.

### Be Careful About Fire

Fire insurance men are endeavoring to impress upon the public the importance of special care in the matter of fire prevention at this particular time, because the war has placed business in a delicate position.

Normal losses have been heavy, and if a serious conflagration should come, the existing financial and banking conditions would produce an unusual result. It would be necessary for the companies to sell large amounts of securities to pay a loss of that magnitude, and with the stock exchanges closed this would be impossible, no matter what great sacrifices they might be willing to make as to price in order to meet their obligations promptly. A conflagration just at this time would be very serious, as it might upset the whole delicate fabric of financial and insurance credit.


OAK BILL STOCK

**This Mill**

is devoted very largely to the manufacture of

**Oak Bill Material**

In fact, we have studied this line of manufacture so thoroughly that we feel confident we can tell you anything you want to know about it.

WE KNOW WE CAN FILL ANY ORDER YOU WILL SEND US

**THE LEWIS DOSTER LUMBER CO.**

**BLUEFIELD, W. VA.**

**Manufacturers and Wholesalers West Virginia Hardwoods**

Band and Circular mills at Warfeville, W. Va. Daily capacity 60,000.

**Hutchinson Lumber Co.**

**Huntington, W. Va.**

**MANUFACTURERS OF**

**HARDWOOD LUMBER**

**We Want To Move**

**12 cars 4/4 No. 2 Common Oak**
**3 cars 4/4 No. 1 Common Chestnut**
**10 cars 4/4 No. 1 Common and 1 and 2s Chestnut**
**5 cars 8/4 Sound Wormy Chestnut**
**20 cars 4/4 Log Run White Pine**

**Peytona Lumber Company**
**Huntington — West Va.**

*—MANUFACTURERS—*

PLAIN SAWN RED AND WHITE OAK
YELLOW POPLAR
BASSWOOD
CHESTNUT
ASH AND MAPLE

**BAND MILLS:**
**Huntington, W. Va. — Accoville, W. Va.**

**SPECIAL PRICE FOR QUICK SALE:**

No. 1 Com. Hickory:
8 cars 1½" to 4"

No. 2 Plain Oak:
5 cars 1"

No. 1 Com. Poplar:
15 cars ⅝" to 4"

No. 1 Common Ash:
3 cars 2"
1 car 2½"

No. 1 Plain Oak:
20 cars 1" to 4"

**Goodlander-Robertson Lumber Company**
MANUFACTURERS AND WHOLESALERS
**HARDWOOD LUMBER**
Yards and Office:
**Kansas Avenue — Memphis, Tenn.**

### Protest Against Advance in Rates on Cottonwood and Gum

[illegible] the matter up with the commission.

It was stated at the meeting that [illegible] turers would be quite willing to accept as their profit on this lumber [illegible] the fact that it is several times as much as the roads north of the Ohio and east of the Mississippi asked of the Interstate Commerce Commission some months ago. They further feel that the efforts to raise rates on [illegible] domestic business.

Every member of the governing board of the association residing east of the Mississippi was present at this meeting and there were other representatives of the hardwood lumber industry present, including John M. Pitchard, secretary of the Gum Lumber Manufacturers' Association, with which a number of members of the former association are connected. Mr. Pritchard is particularly interested in gum lumber and is authority for the statement that the advance on gum alone in Mississippi will amount to about $125,000. This is figured on the basis of an advance of $1.25 per M on the 100,000,000 feet of gum that is shipped from that state each year, exclusive of that going into local consumption. He believes the advance to be thoroughly unjustified and is quite emphatic in the declaration that, if this advance is granted, it will intensify the struggle of gum box manufacturers in their competition with the fibre interests and that it may result in putting gum almost if not quite out of the field of competition.

### The English Viewpoint

English lumber trade journals of recent dates are filled with news of the timber trade as affected by the war. Coal mines in England and Wales are already feeling the scarcity of pit props. Most of these have been coming from Bordeaux, France, but the supply from that source has nearly ceased.

The lumber dealers of Hull, which is on the eastern coast of England, have started a movement to secure supplies from Canada and the United States to make up what has been cut off from the Baltic region.

Only a month of open season remains for the Russian White Sea ports, and the English are anxious to secure as much timber as possible during that time.

Records of lumber prices and trade conditions in England, due to the partial closing of the Baltic ports in 1870, during the Franco-Prussian war, reveal the fact that prices for timber from that region advanced quickly, and the trade with American dealers was strengthened.

The British have lost no time in reaching for the trade which Germany has dropped. Inquiries by the government have gone to all the colonies, and to consuls elsewhere, asking for lists and samples of articles heretofore purchased from Germany. When these samples reach England they will be placed on exhibition where manufacturers can examine them for the purpose of reproducing such as supplied large demand.

### Cork and Its Products

Common cork is oak bark, the product of a tree which grows naturally in Portugal, Spain, and North Africa, and it has been planted and is successfully growing in southern California. Bark may be stripped from the trees without killing them, and a new bark grows in a few years. The same tree may be peeled a number of times. The acorns produced by these trees in parts of Spain is the chief food of hogs, and the famous "extramadura hams" are from swine fattened on cork oak acorns. Cork is manufactured for many purposes, among them being life preservers, net floats, bottle corks, and packing material. Spanish grapes are usually packed in [illegible] for export.

### Car Statistics

The last report of the American Railway Association covering car surplus and shortage shows that the total surplus of cars is being consistently decreased, while the shortage showed a marked increase for the first two weeks in August. Figures show that on August 15, 1914, there was a total surplus of 174,260 cars as against 198,998 cars on August 1. While this does not compare very favorably with figures for August 15 of a year ago, at which time the surplus was [illegible] cars, it is significant

### National Association's Lumber Cut

The National Lumber Manufacturers Association has issued its June report for 1914, and also a summary for the year ending with July. The total lumber cut reported by members of the association was 12,581,500,000 feet, of which 9,858,000,000 feet were hardwood. A summary of July operations is shown in the results below:

| | |
|---|---|
| Decrease in cut during July, 1914 under June, 1914 | 6,200,000 feet |
| Increase in shipments during July, 1914 over June, 1914 | 77,100,000 feet |
| Excess cut over shipments during July, 1914 | 98,100,000 feet |
| Excess cut over shipments during June 1914 | 14,800,000 feet |

### Enviable Fire Loss Record

The Lumbermens Underwriting Alliance has presented a report of losses for the first half of the tenth fiscal year. As shown by the semi-annual financial statement the percentage of losses to earned premiums was but 18.3 per cent, administrative and legal expenses 20.29 per cent, saving to subscribers 61.41 per cent. The total losses for this period were but $65,969.82, being but slightly over the present fire unit on a thoroughly standard plant. By this is meant that the losses for the entire six months were very little in excess of the indemnity the subscriber now is able to extend on one his $1000 of the highest class plant.

## Hardwood News Notes

### MISCELLANEOUS

The Robert Essex Incubator Company, Buffalo, has petitioned bankruptcy.

The Kunkle Furniture Company of Mackinaw, Ill., announces a capital increase to $75,000.

At Indianapolis, Ind., Augustus Jennings has been appointed receiver for the Capitol Body Company.

D. J. Case, secretary of the Steele Furniture Company, Grand Rapids, Mich., retired a short time ago.

The Standard Lumber & Manufacturing Company, Charleston W. Va., is reported to have had a receiver appointed.

The Klostermann Veneer Company, Cape Girardeau, Mo., was recently incorporated. It will have $40,000 capital.

The Brownlade Hardwood Lumber Company, Inc., was incorporated at Vienna, Ga., with a capital stock of $5,000.

The Floyd Knobs Box & Basket Company has been incorporated at Mooresville, Ind., with a capital stock of $5,000.

The Rotary Hay Press Company has started business at Decatur, Ill. The company is incorporated with capital stock of $100,000.

The Philippine Hardwood Lumber Company has been incorporated at Los Angeles, Cal. The company will have a capital stock of $100,000.

The Miller Lumber Company is the style of a recently incorporated concern which will operate at Bald Knob, Ark., with $24,000 capital stock.

At Wabash, Ind., the Wabash Furniture Company has started business. This is an incorporated concern with $15,000 capital and will manufacture furniture.

The Indiana Quartered Oak Company of New York City announces the death of its late secretary, William Threlkeld. Mr. Threlkeld died on August 31.

The veneer mill of Charles F. Whistler was partially destroyed by fire late in August. The fire entailed a loss of $8,000 on which no insurance was carried.

The Reddinger Carving Works, Evansville, Ind., has been succeeded by the P. H. Reddinger Manufacturing Company. This new firm is incorporated and will have a capital stock of $50,000.

It is announced from Kountze, Tex., that the R. A. Meyers Lumber Company of Honey Island will shortly erect a large planing mill at that place. According to the report work is already under way.

### CHICAGO

Max Tonk of the Tonk Manufacturing Company died recently.

Hardwood Record acknowledges receipt of the Wood Preservers Bulletin for July-September, published by the American Wood Preservers' Association, Baltimore, Md. It contains a great deal of live information that should interest the wood preservers.

M. Y. Sherrill of the Colfax Hardwood Lumber Company, Colfax, La., has been in Chicago for several days conferring with his Chicago representative, Mr. Reinhart.

M. L. Pease of the Galloway-Pease Company, Poplar Bluff, Mo., is still cruising around northern points looking for business. Mr. Pease was very much elated at the Lumbermen's Club a couple of days ago when he returned to the round table from the telephone and announced with a solemn air that he had sold a car. An occasion of this sort—when an order for as much as a car is actually closed over the telephone—is so rare that Max had to buy the drinks.

C. B. Allen, manager of the veneer department of the Anderson-Tully Company, Memphis, has been working around Chicago trade for several days.

The Humboldt Furniture Company has been incorporated at Chicago with a capital stock of $100,000. In addition to manufacturing furniture, the company will make household goods of various kinds.

**Dimension Stock** We will supply you with CLEAR CUTTINGS of soft Kentucky Oak or Poplar so that they will COST you considerably LESS THAN the same cuttings if BOUGHT AS LUMBER.

*Make Us Prove It*

GARDNER WOOD COMPANY FLATIRON BLDG. NEW YORK, N. Y.

**Kentucky Lumber Company**

MANUFACTURERS

POPLAR, PLAIN AND QUARTERED OAK, RED AND SAP GUM, CHESTNUT, HEMLOCK

ROUGH AND DRESSED

MILLS AT Burnside, Ky. Williamsburg, Ky. Sulligent, Ala.

SALES OFFICE 606 Security Trust Bldg. LEXINGTON, KY.

**CINCINNATI**

**Hardwood Manufacturers and Jobbers**

DAY LUMBER & COAL CO.
Mfrs. YELLOW POPLAR and WHITE OAK
GENERAL OFFICE—CLAY CITY, KY.

RIEMEIER LUMBER CO.
OAK, POPLAR, CHESTNUT
SUMMERS AND GEST STREETS

Veneers: CIRCASSIAN WALNUT AND ALL OTHER FIGURED WOODS
THE FREIBERG LUMBER COMPANY
OFFICE AND MILL, CINCINNATI, OHIO

Johns, Mowbray, Nelson Company
OAK, ASH, POPLAR & CHESTNUT
GUM AND COTTONWOOD

JAMES KENNEDY & CO., Ltd.
OAK, POPLAR AND OTHER HARDWOODS
FIRST NATIONAL BANK BUILDING

**"You're Next"**

to the best widths, lengths, grades and texture of plain and quartered Oak if you are getting our stock. Air or kiln dried

IF YOU ARE NOT GETTING OUR STOCK, YOU HAVE "SOMETHING COMING"

THE M. B. FARRIN LUMBER CO.

OHIO VENEER COMPANY
Manufacturers & Importers FOREIGN VENEERS
2624-34 COLERAIN AVENUE

"ANDREWS" Dried Lumber
is Better Lumber

"ANDREWS"

Products Represent Perfection,
Reliability, Results

"Andrews"
Moist Air
Lumber
Driers

Condensing
—OR—
Ventilated

Perfect Transfer Cars

Perfect Dry Kiln Trucks

Canvas Dry Kiln Doors

*Write for Information*

DRIER DEPARTMENT

The A. H. Andrews Co.

115-117 S. Wabash Avenue
CHICAGO, ILLINOIS

**Saline River Hardwood Co.**

Main Sales Office

**Pine Bluff, Arkansas**

Manufacturers of

**Genuine Forked-Leaf White Oak**

**Red and Sap Gum**
**Red Oak and Ash**

¶ We offer to the trade a remarkably SUPERIOR lumber product.

¶ Our TIMBER is virgin forest growth of the highest type.

¶ Our MILLS are new and produce accurately manufactured stock.

¶ Our LUMBER is all KRAETZER-CURED—treated with steam under pressure directly from the saw—insuring quick drying to light weight, freedom from seasoning defects and stick-marking, splits and stain.

¶ Kraetzer-cured lumber will "stay where you put it."

¶ Dry kiln and oak flooring plant in connection.

¶ We solicit the inquiries and orders of critical and discriminating buyers.

¶ For straight cars of Yellow Pine, or mixed cars with Oak Flooring, write LONG-BELL LUMBER COMPANY, Kansas City, Mo.

Hardwood Record has just received two circulars from the Lidgerwood Manufacturing Company, New York city, manufacturers of the famous Lidgerwood logging machine. These are Bulletins No. 54 and Bulletin No. 141. The former describes the Lidgerwood 1913 two-speed skidder for handling logs as used in log Pacific coast timber. The second describes the Lidgerwood overhead skidder with portable [illegible] for handling logging roads or [illegible] use.

## NEW YORK

In spite of all the talk of dull times and slow business, Sam D. Barr reports a large addition of trade in oak and maple flooring. He has been appointed selling agent in New York, New Jersey, Connecticut, Rhode Island and part of Massachusetts for the Tiger Leaf Brand of oak flooring. This stock is manufactured by the Saline River Hardwood Company, Pine Bluff, Ark. Mr. Barr says it is as nice as any flooring in the business and expects a lot of satisfied customers in this connection.

Glassburg & Gartner, manufacturers of store fixtures, New York, have filed a petition in bankruptcy.

The Empire Furniture Company has filed schedules in bankruptcy showing liabilities $12,000, nominal assets $10,000.

## BUFFALO

Joseph J. Churchyard, who for years was in the interest and planing industries in this city but in a business way up to several years ago, when he was attacked by a disabling illness died at his home here on September 4. He long had a planing mill on Clinton street and was known to many manufacturers in the country. He was born in this city in 1852 and was educated here and at Cornell University. He did not graduate from that institution, but left to assist in the lumber enterprises of his father, the late Stephen J. Churchyard, who died in 1887. Young Churchyard went to the state of Washington where he engaged in the lumber business until 1909, when he returned to this city. He is survived by his wife and four brothers.

Plans are being drawn for a rebuilding of the sawmill of Jackson & Tindle at Pellston, Mich., and a good-sized plant will be put up to replace the one which was burned on August 17 with a loss of $50,000. The firm did not lose any hardwood stock in the fire and the manufacture of heading and handles is not being interfered with. A sawmill is in operation at the handle mill. It is expected that the work on the new sawmill will be started immediately after the plans are completed.

The building records of this city show that both July and August showed a good increase over the same months of last year. The gain in July was eight per cent. The permits for August amounted to $950,000, as compared with $682,000 in the same month of last year. This is a gain of thirty-nine per cent. While the figures are not large, as compared with some of the big cities of the country, they indicate a healthy growth, in spite of the talk of business depression and the holding up of building enterprises on account of the European war. The number of large permits is not so big as at previous times, but a great many average price structures are going up.

Hardwood cargoes down the lakes have been scarce this season. Among those recently receiving lumber by lake were H. H. Salmon & Co. and T. Sullivan & Co.

## PHILADELPHIA

William N. Lawton on Carter & Company says he recently closed a [illegible] with the Wharton Lumber Company, Bolton, N. C., for [illegible] of the product in northern New Jersey. The concern manufactures North Carolina pine, cypress and gum.

Daniel E. Wilson of the Wilson Lumber Company, referring to the

company's export department says that late arrival of export business on account of the war.

Maurice J. Dukes, vice-president R. A. & J. I. Williams, who recently shipped a cargo of 800,000 feet of spruce to Buenos Aires, says South American business is now on a standstill owing to the lack of funds and will undoubtedly remain so until the end of the war unless American capital is sent down to finance the bankers in the country.

Building work in Philadelphia during August has fallen short of volume of business compared with the previous month. Figures for the month show 842 permits granted for 1,254 operations to cost $2,604,204. The totality of building work for July of this year shows the sum of $4,961,850. In the face of these discouraging figures, the amount of building work for the first eight months of 1914 exceeds that of the same period of last year by about $400,000.

John B. Steinmacher, a retired lumberman of Williamsport, Pa., was killed August 26 by a locomotive. He was eighty-two years old.

Thomas J. Carter, retired shipbuilder and formerly of the firm of Thomas J. Carter & Co., shipbuilders of Gloucester Point, Camden, N. J., died at Haddon Heights, N. J., on August 28, aged eighty-eight years.

The Lumbermen's Exchange held its first monthly meeting after the summer suspension, on September 3, at 1:30 p. m., with President William H. Fritz in the chair. At this meeting it was announced that the meeting for October 1 will be held at 4:30 p. m., after which the members of the exchange will proceed in automobiles to a country club somewhere for dinner and a general good-fellowship meeting. President Fritz announced that the Hamico Lumber Company had been elected a member of the exchange. Charles M. Chestnut, on behalf of the welcoming committee, made an interesting report of his committee's work, which report was returned to the committee with power to act on suggestions therein made.

## PITTSBURGH

R. E. McCall, who helped to organize the Monongahela Lumber Company a few months ago, withdrew from that concern September 1 and has allied himself with the Thomas E. Coale Lumber Company of Philadelphia, with whose stocks he is very familiar. He will be a free lance for the time being with Pittsburgh as his headquarters, but will work considerable of the Ohio trade including Cleveland and Toledo. He was for several years with the West Virginia Lumber Company as a salesman and was later identified with the Coale company's Pittsburgh office.

Pittsburgh lumbermen are kicking because the steamship companies have raised the rate on western lumber stocks shipped via the Panama canal to 65 cents per 100 to Atlantic ports to which must be added 15 cents more for freight and handling to get the stock to Pittsburgh. Against this is the established all-rail rate of 65 cents from Spokane or 68 cents from Seattle or Tacoma, so that Pittsburgh will gain no benefit at all from the new canal in this respect.

The Graff interests of Greensburg, Pa., have bought 5,000 acres of timber lands in Loyalhanna and Salem townships, Westmoreland county, Pa., including the McCullough and Robert Stewart tracts a mile from Saltsburg. Sawmills have already been set and a large amount of mine lumber will be sawed this fall. The timber is mostly hardwood and hemlock.

The Johnston-Davies Lumber Company of this city, which has been lumbering successfully in Butler county, Pa., the past two years, has bought another tract of hardwood there and will start a mill soon. It will ship from Parker, Pa., via B. & O. or Pennsylvania railroads.

C. Pressler & Sons have bought the old Herman planing mill property on Pennsylvania avenue, North Side, for $12,500. This is one of the best known planing mills in the city.

## COLUMBUS

According to the report of the Columbus city building inspector for the month of August, there were 229 permits of a valuation of $647,325 issued during the month, as compared with 239 permits and a valuation of $495,140 during August, 1913. Since the first of the year the department has issued 2,009 permits of a valuation of $4,361,535, as compared with 1,852 permits and a valuation of $7,613,885 in the corresponding period in 1913.

The State Lumber and Manufacturing Company of Columbus has been incorporated with a capital of $30,000 to do a general lumber business by William A. Slatter, J. J. Kindell, C. F. Napier, V. H. Cummins and J. M. Thompson.

R. W. Horton, sales manager for the central division of the W. M. Ritter Lumber Company says trade in hardwoods has been all that could be expected under the circumstances. The demand on the part of retailers is the strongest point in the market. Factories making implements, and vehicles are in the market for limited quantities. Furniture concerns are also buying some. Shipments are coming out promptly.

## INDIANAPOLIS

The Studebaker Corporation, South Bend, on account of increased business, has put a thirteen-hour day schedule in effect.

Charles B. Stils, formerly a member of the city council, is establishing a plant for the manufacture of hardwood flooring at Cornell avenue and Twenty-fifth street.


Harris Manufacturing Company
Johnson City, Tennessee
"Harris" Hardwood Flooring
and Lumber

MEMPHIS

L. Sondheimer Co.
Wholesale Manufacturers and Exporters
RED GUM
SAP GUM
COTTONWOOD
CYPRESS
ASH
PLAIN OAK
QUARTERED OAK
HICKORY
SOFT ELM
SYCAMORE
All Grades and Thicknesses
We make a specialty of mixed cars of Sap and Red Gum, One-half to Two inches thick.

DUCAN LUMBER CO.
Manufacturers and Shippers Hardwood Lumber
MEMPHIS TENNESSEE

TIMBER ESTIMATES
REPORTS INCLUDED
TOPOGRAPHICAL MAP, DETAIL ESTIMATES & WRITTEN REPORT
GARDNER & HOWE
ENGINEERS
Clarence W. Griffith Department Manager, Porter Building. Memphis, Tenn.

TSCHUDY LUMBER CO.
MANUFACTURERS OF
St. Francis Basin Hardwoods
SPECIAL BILLS LONG STOCK
OAK, ASH and CYPRESS
18 to 30 feet Sawed to Order
Mill & Yards MEMPHIS
ADDRESS CORRESPONDENCE TO GENERAL OFFICE
605 Republic Bldg. KANSAS CITY, MO.

VANDEN BOOM-STIMSON LUMBER COMPANY
Manufacturers Southern Hardwoods
Red Gum a Specialty
Memphis Tennessee

RED GUM
(Leading Manufacturers)

ST. FRANCIS BASIN
RED GUM
(Kraetzer Cured)
Flat-Dry-Bright-Band Sawn
*Write for lists and prices*
GEO. C. BROWN & CO., PROCTOR, ARK.
(20 miles from Memphis, on C. R. I. & P. Railroad)

MILLER LUMBER CO.
Marianna, Arkansas
We offer for immediate shipment the following stock 12 months and over dry:
[illegible]
2 cars 5/4 No. 1 Com. Red Gum
[illegible]
10 cars 4/4 13 to 17" Gum Box Boards
THE FOLLOWING NINETY DAYS TO SIX MONTHS DRY:
1 car 4/4 Select and Better Cypress
2 cars 5/4 Select and Better Cypress
1 car 4/4 1st and 2nd Ash, 10 and 12' lengths
1 car 4/4 No. 2 Common Plain White Oak
1 car 4/4 No. 1 Common and Better Qtd. White Oak Strips
2 cars 4/4 No. 2 Common Plain Red Oak

BLISS-COOK OAK CO.
BLISSVILLE, ARK.
MANUFACTURERS
Oak Mouldings, Casing, Base and Interior Trim. Also Dixie Brand Oak Flooring.
As Well As
OAK, ASH and GUM LUMBER
Can furnish anything in Oak, air dried or kiln dried, rough or dressed
MIXED ORDERS OUR SPECIALTY

Our Corps of Inspectors
Intelligent! Highly Trained!
Conscientious!
is assurance that you will get what your order calls for when you buy Gum from us
Himmelberger-Harrison Lumber Company
Cape Girardeau, Missouri

[illegible]

## MEMPHIS

[illegible] him in Paris and his second stroke of good fortune came through his contact with friends who were able to furnish him with funds which were negotiable. With these he made his way to London and later sailed for America. Mr. Darnell says that there is a possibility that export business [illegible] followed by abnormal activity in the United States in practically all lines, thus insuring a big volume of business for the manufacturers of hardwood [illegible]

[illegible] estimated at from $15,000 to $20,000. The loss, however, does not affect [illegible] The staves were sent to Germany. This plant sold practically all of its output in that country and the war in Europe has made it necessary for it to stop production entirely for the present.

The Maxwell Automobile Company has made arrangements for the establishment of a plant at Memphis for the manufacture of the lighter parts of [illegible] the local plant will have facilities for the assembling of machines, thus making this city the distributing point for the South and Southwest. It is estimated that the necessary buildings will cost approximately $200,000. A site has already been secured and it is understood that work thereon is to begin at an early date. Memphis was selected after an investigation had been made of the advantages offered by various other southern cities.

The Illinois Central and Yazoo & Mississippi Valley roads, as well as the Southern Railway, are going ahead with the improvements which were begun before the war developed in Europe. All of these lines are building extensive terminals here. The expenditures of the Illinois Central and Yazoo & Mississippi Valley roads are estimated at between $4,000,000 and $5,000,000. The Southern Railway is spending more than $1,000,000. In addition to these big improvements by the railroads, there is considerable activity in building circles. It is pointed out that the total involved in operations of this character, including that to be spent by the railroads, is about $7,000,000. As a result of this activity, there is a good demand for building material of almost every kind. This is only another way of saying that the operators of planing mills are doing a considerably better business than the manufacturers of hardwood lumber.

J. H. Townshend, general manager of the Southern Hardwood Traffic Association, is authority for the statement that the recent decision of the Interstate Commerce Commission, whereby the tap lines are allowed to participate in the division of rates with the trunk lines, means a great deal to lumber interests in this section, and particularly to the owners of these roads. This decision is a reversal of the one handed down several years ago in which the tap lines were denied participation in the rates charged by the trunk lines. These roads have always been an important factor in the development of timber resources in the Memphis territory and, since this decision allows them to be self-sustaining, it is expected that there will be an increase in the number and that the development of the timber resources of this section will be still further stimulated. It is also expected that, as a result of this decision, owners of tap lines will make an effort to secure reparation for the losses they are alleged to have experienced during the period they were denied such participation.

## NASHVILLE

General business conditions are healthy in Nashville, as shown by the bank clearings, which amounted to $23,003,708 in August, compared with $23,853,746 for the same month last year. This is considered a fine showing in view of the wars and other conditions of business.

Henderson Baker, president of the Nashville Lumbermen's Club, says it is the general disposition of the trade to go slow in these uncertain times, with a considerable curtailment of production, which is cutting down operations by small mills in the country. According to Mr. Baker it is a matter of waiting for developments.

R. S. Maddux, the new chief forester of [illegible] under the State Geological Department, has been invited to address the Nashville Lumbermen's Club at the next regular meeting. Mr. Maddux assumed his office September 1, and announced it as his purpose to look into waste land, and cooperate with the lumber interests in the conservation of forests. Dr. A. H. Purdue, State Geologist, has also been invited to talk.

There is a fairly active demand for oak flooring. The Nashville Hardwood Flooring Co., one of the interests of John R. Ransom & Co., reports the largest business for August of any month of the year.

John R. Ransom & Co. have purchased the [illegible] and rights of the Merchants' Wire Bound Box Company, and will operate the plant in connection with their large box factory.

Davidson, Hicks & Greene Company [illegible] that the shipments from their mill in Fentress county [illegible] closed down [illegible] the European war was precipitated. At the office of the company it was said that the plant had only ceased temporarily for repairs and [illegible] in operation again.

## LOUISVILLE

The Stemmerich & Dallenbaugh Company has been incorporated in Louisville with $10,000 capital stock to engage in the wholesale hardwood lumber business. E. F. Stemmerich is president, Joseph E. Stemmerich is vice-president and Thomas J. Dallenbaugh is secretary and treasurer. The company succeeds the Stemmerich Lumber Company and will continue the business of the latter without change. Offices are in the Kaufman building. All of the members of the company are experienced lumbermen, and success is predicted for the new concern. Mr. Dallenbaugh was with the Louisville Point Lumber Company [illegible] the past six or seven years.

The Louisville Hardwood Club has returned to its "winter quarters," the Seelbach hotel, after having had its weekly dinners and business meetings at the various resorts in the country around Louisville. The club did not miss a meeting all summer, in spite of the fact that the weather was extremely hot and business was hardly as active as usual. The hardwood organization will soon be [illegible] and closing its year November 1. During that time it has held [illegible] meeting. Those who have held the position of president during the club's existence are: A. E. Norman of the Norman Lockley Company, T. M. Brown of the W. P. Brown & Sons Lumber Company, Edward L. Davis of the Edward L. Davis Lumber Company, and Stuart R. Cecil of the Booker-Cecil Lumber Company, who holds the position at present.

Louisville lumbermen are much disturbed over the announcement that southern carriers are to attempt to increase rates on lumber to Ohio river crossings, and will probably join with the manufacturers in other southern markets in a protest to the Interstate Commerce Commission. The fact that the rates are now as high as the traffic will bear will be pointed out to the commission. It is proposed to make a minimum increase of one cent all along the line, and then to increase this by bringing cottonwood and gum up to the oak and other hardwood rates. Gum men, who are getting their product to a position where it is being widely used, will make an especially hard fight to retain the present differential, it is believed. The proposed advance was predicted several months ago, as the railroads intimated that as soon as the rate cases then before the commission were decided, they would file new tariffs carrying considerably higher rates on lumber.

John Churchill, president of the Churchill-Milton Lumber Company, of Louisville, is reported to be planning the organization of a racing stable. Mr. Churchill is a member of the family for which the famous course in Louisville, Churchill Downs, was named, and comes naturally by his liking for the thoroughbreds.

The Ohio Valley Tie Company of Louisville, the Nashville (Tenn.) Tie Company and the Barnes Tie Company, Palmyra, Tenn., have asked the Interstate Commerce Commission to readjust rates on ties from Carlisle and Lancaster, Ky., to Louisville, Evansville and Cincinnati, on the ground that the present charges are unreasonably high. The Louisville & Nashville is the defendant line.

## ST. LOUIS

August receipts of lumber in this market as reported by the Merchants Exchange aggregated 17,250 cars against 18,402 cars in August last year. This shows a loss in receipts this year of 1,152 cars. Shipments of lumber by rail during the month of August this year were 11,905 cars while during August, 1913, the shipments were 12,729 cars, a loss last month of 824 cars.

According to the monthly letter sent out by Frank G. Boyd, secretary of the Building Industries Association, there was an increase in building operations as compared with last year, but business is still very quiet. Building operations in St. Louis show an increase of 23 per cent for July of this year, as compared with the same month last year, and a loss of 5 per cent for the first seven months in 1914, as compared with the same period last year. The 23 per cent increase shown by St. Louis for July does not indicate that building is on a boom, inasmuch as July 1913 was considerably below the normal for this city.

E. W. Petrie, late of the Louisiana Red Cypress Company, and later with the Eyrne-Renfro Lumber Company, a cypress concern, is now assistant sales manager of the Robert Kamm Lumber Co.

The Prendergast Lumber Company has moved its yard on the site


RED GUM
(Leading Manufacturers)

**Baker-Matthews Manufacturing Co.**
Sikeston, Mo.

**Band Sawn Southern Hardwoods**

SPECIALTIES
RED GUM, PLAIN OAK

SEND US YOUR INQUIRIES

WE OFFER THE FOLLOWING
**Band Sawn Stock**
4/4 Com. & Better Sap Gum
4/4 Com. & Better Red Gum
6/4 Com. & Better Red Gum
5/4 & 8/4 1s & 2s Red Gum
Quartered and Plain Red and White Oak
This stock contains a good percentage of 14' and 16' lengths and is of excellent widths
**W. W. GARY,** INVERNESS, MISS.
HARDWOOD LUMBER AND LOGS

OUR SPECIALTY
**St. Francis Basin Red Gum**
WE MANUFACTURE
**Southern Hardwoods**
Gum, Oak and Ash
**J. H. Bonner & Sons**
Mills and Office, QUIGLEY, ARK.
Postoffice and Telegraph Office, HETH, ARK.

**ARCHER LUMBER COMPANY**
HELENA, ARKANSAS
Manufacturers of
**HARDWOODS**
SEND US YOUR INQUIRIES
We can furnish your entire requirements in Hardwoods
OUR SPECIALTY — RED GUM

# WISCONSIN

LATEST IMPROVED DRY KILNS AND MACHINERY

**MONOGRAM BRAND**

Monogram Brand **White Oak Flooring**

Perfectly dried and worked. Made from [illegible] manufactured at our new hardwood flooring plant.

Our Specialty:
Quarter-sawed White Oak Flooring

[illegible]

OAK FLOORING Your inquiries solicited. Quick shipments guaranteed

**YELLOW POPLAR LUMBER CO., Coal Grove, Ohio**

**STEVEN & JARVIS LUMBER CO.**
**OF EAU CLAIRE, WISCONSIN**

OFFER YOU STANDARD GRADES
WELL MANUFACTURED

ASH BASSWOOD BIRCH
ROCK AND SOFT ELM
HARD AND SOFT MAPLE

Stocks cut 4/4, 5/4, 6/4, 8/4, 10/4, 12/4

WRITE US FOR PRICES DELIVERED YOUR STATION

**BAND SAWED WISCONSIN HARDWOODS**
**Dry Stock For Prompt Shipment**

| BASSWOOD | BIRCH |
|---|---|
| [illegible] | 70M 4/4 [illegible] |
| [illegible] No. 2 and 3 common | [illegible] |
| [illegible] | [illegible] |
| [illegible] | [illegible] |
| [illegible] | [illegible] |
| 20M [illegible] | [illegible] |
| [illegible] | [illegible] |
| [illegible] | 4M 8/4 1st and 2nd plain |
| [illegible] | [illegible] |

| WHITE OAK | ROCK ELM |
|---|---|
| [illegible] | [illegible] |

HARD MAPLE
[illegible]

Our 1914 cut of well assorted HARDWOODS AND HEMLOCK will soon be in shipping condition.

[illegible]

**ARPIN HARDWOOD LUMBER COMPANY**
Grand Rapids, Wis. ATLANTA, WIS.

[illegible]

**The Tegge Lumber Co.**

**High Grade**
**Northern and Southern**
**Hardwoods and Mahogany**

**Specialties**
**OAK, MAPLE, CYPRESS, POPLAR**

**Milwaukee, Wisconsin**


[illegible]

## ARKANSAS

[illegible]

[illegible]

[illegible]

[illegible] thirty days, and that with the supply of timber which is now on the company's yards, none of the employes will be thrown entirely out of [illegible] three days in the week, and the other half the remaining three days. [illegible]

A number of Chicago capitalists spent the early part of last week [illegible] veneer and box manufacturing plant. They appeared to be greatly pleased with the prospects, and it is believed that the enterprise will be launched at once. There is an enormous supply of gum timber around [illegible] proposed manufacturing plant. Camden also offers exceptional advantages in shipping facilities, being located on the Ouachita river and three railroads.

On the morning of August 21 the large plant of the Minnequa Cooperage Company, located at the foot of East Fourth street in Little Rock, sustained considerable loss by fire. The origin of the fire is unknown, and when first discovered by the night watchman the flames were shooting through the roof of the boiler room. The fire had gained considerable headway before the Little Rock fire department could reach there, but by efficient work the firemen soon had the flames under control, and saved the plant from a total loss. The exact amount of damages sustained has not yet been definitely settled, but the loss was covered by insurance.

The old plant of the Wisarkana Lumber Company at Nettleton was recently destroyed by fire. This plant had not been operated for several months, and part of the machinery had been removed. But the loss sustained was great, running into several thousands of dollars with no insurance. It is thought that the fire originated from fires which had been built by tramps sleeping in the mill.

The American Handle Company's plant at Jonesboro, which has been closed for a short while, was on August 27 reopened, and all hands are now back at their places of work after a short lay-off. This action on the part of the company, which was occasioned by the placing of a number of big orders for immediate shipment, has brought considerable delight to the large number of employes and to the citizens of the town.

The Ohio Handle Factory, which is also located at Jonesboro, began operations on August 31, after being closed for several days, mainly on account of the war's effect on the foreign market. It is now running on a full time schedule and with a complete force. This plant, which is under the management of G. N. Sparks, has for its principal output [illegible]

The National Cooperage & Woodenware Company on August 24 resumed operations at its Camden plant, after having the same closed for some time. The company now has on hand a large supply of raw material, which will be used for the present, but the management expects to continue the operation of the plant as though ordinary conditions existed.

## NEW ORLEANS

[illegible] New Orleans [illegible] October 15 for [illegible] lumber interests are invited to have representatives [illegible] which will be chartered from the United Fruit Company.

Louis S. Goldstein, chairman of the Wholesale Merchants' and Manufacturers' Bureau of the New Orleans Association of Commerce, is urging members of the bureau to do everything in their power to promote this new trade conquest. A special committee will go to Chicago to enlist the support of that city.

[illegible]

and business men, called a Secretary of State Bureau for the purpose of discussing trade expansion in Central and South America. All business men and bankers with connections in Latin America or those who plan to extend their business in that direction, have been invited to attend this conference.

Railroads in this section are making every effort to conserve their supply of cars, and to make such an equal distribution that no class of shippers will experience anything more than a slight inconvenience.

Before the European war upset all arrangements, available cars had been concentrated at grain-producing points to handle that part of the crop destined for export through New Orleans and other ports on the Gulf and Atlantic. The embargo on grain put on practically by all lines [illegible] thousands of cars at various points and these [illegible] rendered useless either for grain or other freight.

Now that the embargo has been raised, cars are being rushed to this port and unloaded as fast as possible. With more grain ready for shipment on early contracts, and other freight to be moved, it was inevitable that there would be some slight congestion. However, the railway terminal and traffic officials are doing everything in their power to keep the cars moving freely, and they have just issued a call to shippers and receivers of freight for co-operation. Without this co-operation the best results under present conditions cannot be obtained.

## WISCONSIN

Geo. F. LaBour, manager of the Algonquin Furniture Company of Grand Rapids, is closing a contract whereby his firm will furnish the furniture for the large new hotel which is being erected on Michigan avenue in Chicago.

Lumbermen in the vicinity of Ashland are predicting a late opening and early closing of the logging season this year. Local dealers are not making any preparations for the winter but are awaiting to see the effects the war will have on the price of lumber. A scarcity of labor is looked for. At Green Bay two industries report serious effects from the European war. The Automatic File & Index Company as well as the Green Bay Barrel Company, manufacturers of tanks and special mill machinery, both having a large European trade, cannot fill their orders because of inability to deliver their products.

Sheboygan's woodworking industries will be augmented shortly when the Cigar Box Lumber Company erects its new plant. Plans are nearly completed for a brick and mill structure, two stories and basement in height and 60 by 140 feet in dimensions.

Although many firms have been finding the past months rather slow, Pawling & Harnischfeger, Thirty-eighth and National avenues, Milwaukee, report the past month one of the best during their career. This is partly due to the lumbering industry, the Carpenter-O'Brien Company, lumber manufacturers of Jacksonville, Fla., having purchased four large type cranes and a mono-rail system from the Milwaukee concern. The deal was closed by Arthur Frisch, special sales representative, and involves $180,000.

It is reported that the government sawmill at Neopit has been closed and will remain closed until the first of the year. It is expected the committee appointed by the last Congress will make an investigation shortly. The mill has been running for several years and has made good progress under the supervision of A. S. Nicholson.

The big sawmills of the Kellogg Lumber Company at Antigo and Polar are making one of the longest runs in their history. It is expected that the mills will be operated thirty days more on this year's cut.

The Forest Products Laboratory at Madison has just received a shipment of Douglas fir logs from the state of Washington. Tests will be made on the logs at the laboratory and the results will undoubtedly be of interest to the lumber trade. The strength of the wood and the best method of treating it with creosote will be among the things determined in these tests.

The Hamilton Manufacturing Company, the large Two Rivers lumbering concern, which adopted a system of premium payments for employes in service for not less than seven months, recently paid to its employes premium wages to the amount of $17,000. By this system employes receive a premium of 7 per cent on wages earned during the preceding year, which encourages continuous employment and benefits both employer and employe.

Milwaukee interests are about to establish at Escanaba a manufacturing plant utilizing chiefly rough woods unsuitable for the manufacture of lumber. The mill will produce paper boxes and will be operated by electricity generated at Chandler Falls on the Escanaba river. The combined project, factory and power plant, will represent an outlay of over $500,000 and operations will be started in a year.

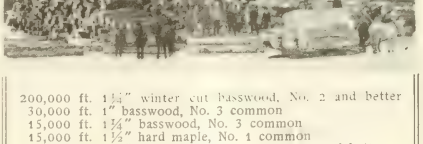
Senator Isaac Stephenson, Wisconsin's well-known lumberman, and party have just returned from the senator's thirtieth fishing trip down Escanaba river on board the steam yacht Bonita. The trip was the most enjoyable ever taken, the weather being perfect, the fishing good and the party congenial. After several days of fishing and living in tents the party was taken to Wells, where dinner was served in the company's boarding house. The Bonita brought the party down Green Bay from Wells to Marinette.

Although the lumber business has taken a rather gloomy aspect because of conditions abroad, The Northwestern Lumber Company of Eau


# WISCONSIN

3 Cars 1″ No. 3 Soft Elm
5 Cars 1½″ No. 3 Soft Elm
2 Cars 1″ 1s and 2s Birch
3 Cars 2″ 1s and 2s Hard Maple
10 Cars 5 4″ No. 2 Common and Better Birch

**Gill-Dawley Lumber Co.**
**Wausau, Wis.**



200,000 ft. 1¼″ winter cut basswood, No. 2 and better
30,000 ft. 1″ basswood, No. 3 common
15,000 ft. 1¼″ basswood, No. 3 common
15,000 ft. 1½″ hard maple, No. 1 common
100,000 ft. 1½″ hard maple, No. 1 common and better
100,000 ft. 2″ hard maple in log run
30,000 ft. 2″ maple No. 1 common
40,000 ft. 2″ maple, 1sts and 2nds
45,000 ft. 4 x 5 sound maple hearts
30,000 ft. 1″ soft elm, No. 1 and 2 common
15,000 ft. 2½″ rock elm No. 1 and 2 common
20,000 ft. 2″ rock elm No. 1 common and better
15,000 ft. 1″ selected red birch
15,000 ft. 1¼″ selected red birch
15,000 ft. 1½″ selected red birch
75,000 ft. 1″ birch No. 1 common and better
150,000 ft. 1¼″ birch No. 1 common and better
15,000 ft. 1½″ birch 1st and 2nd
100,000 ft. 1″ soft elm, log run
50,000 ft. 1″ black oak, mill run

Look these items over and ask for what you want

**C. P. CROSBY, Rhinelander, Wis.**

# V E N E E R

Birch Veneers. Also Elm, Maple and Basswood

WE MANUFACTURE FINE ROTARY CUT

STOLLE LUMBER & VENEER CO. Tripoli, Wis.

SINGLE PLY ROTARY CUT

Thin Lumber and Veneers, Poplar, Gum, Oak, Yellow Pine and Cypress

The best that choice logs, 1914 Equipment, and long experience can produce.

WRITE FOR OUR LIST OF RANDOM

Old Dominion Veneer Company

NORTH EMPORIA, VIRGINIA

## Kentucky Veneer Works

HIGH-GRADE—WELL-MANUFACTURED

# Veneers

IN SAWED AND SLICED QUARTERED WHITE OAK AND QUARTERED RED GUM. OUR ROTARY CUT GUM AND POPLAR CROSSBANDING VENEERS ARE EXCEPTIONALLY GOOD.

**Louisville** **Kentucky**

W. T. THOMPSON VENEER CO.

SAWED

QUARTERED OAK VENEER

We Have Nothing But Flat Dried Stock

EDINBURGH, INDIANA

## JAMES & ABBOT COMPANY

Lumber and Timber

No. 165 Milk St., BOSTON, MASS.


## DETROIT

If the bid of Marshall Butters, president of the defunct Marshall Butters' Lumber Company, is accepted by the United States court at [illegible] the [illegible] will receive [illegible] of the [illegible]

[illegible] resulted in a total damage of $10,000, about evenly divided. The Fred [illegible] & Fraser Company and the H. W. Hayden [illegible]

# The Hardwood Market

## CHICAGO

[illegible] who are sufficiently optimistic to believe that big benefits will result in [illegible] in general. It cannot be said that the [illegible] any worse and in fact there is reason to believe that as the month of September progresses, there will come improvements. Of [illegible] they are dumping their stocks for almost any figures. However, it cannot be said that this is altogether a general condition, as there are any number of strong concerns who are refusing to part with their lumber for the unreasonable prices offered. It is not probable that buyers can fill all the requirements at below market figures and there is a legitimate hope that the result will be a more normal level within a few weeks.

Chicago lumbermen are conservative but not unduly pessimistic in general. They have for the most part been taking their vacations and, in fact, quite a number of them are still away striving to forget their troubles at home. There is real reason to believe that on their return to their [illegible]

middle or end of this month it is entirely probable that the country will have become more or less adjusted to the new conditions and will have begun to look around for new markets abroad and the expansion of the home markets.

There is a great deal of significance in the surprisingly favorable building reports which are coming in from all parts of the country. With this condition continuing a much better outlook for lumber is promised. The general disorganization of the financial and industrial business has not seemingly had an undue effect on plans for building during the fall and winter. There is, of course, considerable retrenchment in most lines but it can be reasonably believed that this is a result of conservatism rather than pessimism.

## BUFFALO

The hardwood market is in about the same position as a month ago, with not much stock moving and buyers little disposed to take in lumber in any quantity. The lack of export business in hardwoods has had the effect of keeping prices down, although no report is received of severe price-cutting. It is generally felt by lumbermen that before very long the market will gather strength and that business will again be on a pretty satisfactory scale.

The furniture factories are not doing much at present and reports from one of the near-by centers of that industry are to the effect that the output is smaller than usual there, while some factories are closed. Handlers of flooring are finding trade fairly good, but there is considerable competition and prices are not so strong as a short time ago. Plain oak is moving best among hardwoods and prices hold as firm as in most other sorts of lumber.

The manufacturers in this part of the state are much interested in the possibility of developing new trade in South America and steps have been taken toward that end. A meeting was held lately at the Iroquois Hotel under the auspices of the Chamber of Commerce and about 200 business men attended, the object being to co-operate in the promotion of export business. The meeting was presided over by Burwell S. Cutler of the Cutler Desk Company. A resolution was adopted calling for the appointment of twelve business men "to look into the feasibility of forming a permanent organization of the business interests of this section of the state to foster our export trade, and to report to another meeting to be held in the near future."

A. W. Bayard, editor of La Hacienda, a farm paper published in this city in the Spanish language, spoke of the trade conditions in South America and said in conclusion: "If Buffalo embraces its opportunities, it needs no prophetic vision to see an American merchant marine proudly sailing into Latin-American harbors, laden with Buffalo-made goods—pianos, autos, marine engines, machinery and what not to be shipped to the interior planter over rails rolled in Buffalo."

## PHILADELPHIA

There has been no distinctive change in the hardwood situation since a fortnight ago. Now that the first staggering shock from the racking European war has subsided somewhat, business men, the lumbermen particularly, are beginning to realize that as an offset to some of the serious disturbances to this country, not a few benefits may be reckoned upon. The blockading of European ports and the danger to shipping in the East, naturally renders feasible the opening of a market in South America and at other neutral points which are ready to meet the American merchant on a desirable reciprocity basis. Also, now that this country is so seriously handicapped commercially, she is brought to see the great loss in not having a merchant marine, and a strong appeal is being made to the government to take the initiative in establishing an American fleet, which, if consummated, will prove of everlasting service not only to the lumbermen but to a long-fettered trade generally.

The duration and possible outcome of the European war is of course problematical, and although viewed with horror by the American business men, it behooves them to seek trade in quarters wherever available. Sales are still of the hand-to-mouth character, but prices on the whole are steady, and now that the merchant is getting his second wind, a more hopeful opinion prevails as to outlook, and a sharp advance in business of all kinds is prophesied for the near future.

## PITTSBURGH

The lumber market here is decidedly bad, due to the European war chiefly. Everybody looked for good business this fall if that had not occurred. Now it is hard to tell how long before the increase in business resulting from the depletion of Europe will actually get to manufacturers and wholesalers. Prices are being cut hard. Yard trade is light, between seasons. Inquiry from manufacturers is of the hand-to-mouth kind and requisitions from railroads are at present very few.

## BALTIMORE

Under the prevailing circumstances it was not to be expected that the hardwood trade would be active at this time. With exports materially reduced and with many of the industries at home affected by the war in Europe, the demand for hardwoods has halted in many directions, being decidedly curtailed where it was not completely arrested. But opinions among the hardwood men are not unanimous as


**V E N E E R**

**We will make attractive sales on the following if we hear from you Immediately:**

1 car 3/8 FAS Quartered White Oak

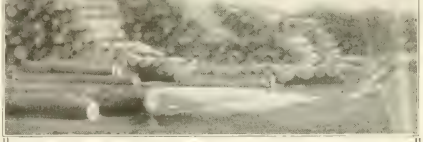
2 cars 3/8 FAS Plain Red Oak

2 cars ½″ FAS Quartered White Oak

1 car ½″ No. 1 Common Quartered White Oak

3 cars ½″ FAS Plain Red Oak Rotary Veneers—our own manufacture

**Stimson Veneer & Lumber Co.**
**Memphis Tennessee**


THESE fine logs waiting to be cut for you. Send us your specifications — our price no higher, while our quality is better than most cutters'.

ADDRESS INQUIRIES TO

**Merrill Veneer Company**
**Merrill, Wisconsin**

# Revived Inland Navigation

Our cargo of 350,000 feet of Oak and Gum from our Jeffris, La., mill on its way up the Mississippi River on the new Gas Producing, Self Propelled Steel Barge.

This cargo was unloaded at St. Louis, Mo., and Alton, Ill., on August 1st and 2nd

*WE HAVE MORE IN STOCK*

**D. K. Jeffris & Co.**
**CHICAGO**

CONCORDIA LAND & TIMBER CO. — Jeffris, La.
MANCHESTER SAW MILLS — Manchester, Ala.

# Your Future Operations

Some morning the whistle on the Old Mill will blow for the last time, the last log will be hauled up and cut, the last board will pass the trimmer.

Your assets then will consist of stock on hand, cut-over lands, used machinery and

**Your Young Men**

What of the young men you have developed?

Why not provide a future for them from which you both may profit?

**Investigate some of the opportunities the West now offers. They are a splendid investment for your surplus funds and your young men will find them a source of limitless opportunity.**

**Open Negotiations Today**

**James D. Lacey & Co.**
**Timber Land Factors**

CHICAGO, ILL., 1750 McCormick Building
PORTLAND, ORE., 1313 Northwestern Bank Bldg.
SEATTLE, WASH., 1009 White Building

[illegible] for one lot of lumber does not indicate that another lot will bring as [illegible] adhering to some fixed standard. It is also to be said that the calls have gotten down to actual needs. Conservatism in the matter of [illegible] tive the price may be at which lumber can be bought, the purchasers are not disposed to augment their holdings, calling only for what they [illegible] ing forward from Baltimore and presumably from other ports in considerable volume. Since British ships and those of neutral countries have nothing to fear from hostile war vessels every steamer sailing for Dutch or British ports has taken lots of lumber, some of the shipments made having been quite large. The last Liverpool steamer, for instance, took out a large quantity of walnut, and considerable oak has also been going forward; but it is inevitable that the next statement should show a decided falling off in the exports. As for the domestic business, caution is the word now, and no great improvement is looked for until finances are in better shape and buyers get assurance that their monetary needs will be taken care of. Locally, the [illegible] other periods. Oak, walnut and chestnut are in fair request, and hardwood men talk hopefully of the prospect.

The assets of the Broadbent Table Company, consisting of machinery, office furniture and fixtures, and other things, were disposed of at trustees' sale last Friday and went to a number of purchasers, who have removed them. This ends the existence of the company, which formerly acted as the distributer for the products of the Broadbent Bros. Manufacturing Company, and when that concern got into financial difficulties last year undertook to manufacture and distribute the output of the factory at President and Aliceanna streets. The company turned out tables.

The controversy over switching charges on carload lots of freight, a question that concerns hardwood lumber firms to a large extent, is up again, this time on a petition of the Merchants' and Manufacturers' Association and the Chamber of Commerce filed with the Maryland Public Service Commission against all the railroads with terminals in Baltimore. The petitioners, who are acting for all the shippers, maintain that the present joint class rates are excessive, discriminatory and unjust, and that they violate the statutes of Maryland. A. E. Beck, traffic manager for the Merchants' and Manufacturers' Association, in discussing the matter, said:

"We are demanding an entire review and readjustment of these switching charges because it is becoming almost impossible for Baltimore shippers to compete fairly with other cities on account of the intricate, costly and uncertain charges for transfer and switching, as provided by the railroads in what is known as the joint class rates. At present it is impossible for a shipper to calculate how much his goods will cost him [illegible] In many instances we have found that the switching charges within the city limits have amounted to more than the entire freight charge."

The Public Service Commission is requested to make a thorough investigation and to issue an order requiring the railroads to establish the rates shown in the defendants' tariffs, less than $5 per car for one-line movement of carload freight; reasonable rates made upon a per car basis between points of interchange upon defendants' lines within the switching limits of Baltimore, as established by the order dated May 31, 1912, and reasonable rates made upon a per car basis for inter-city interchange of carload freight, and such other rates as the commission may deem reasonable and just.

One of the first practical effects of the opening of the Panama canal to be felt here is a substantial lowering of the freight rates from the Pacific coast to Baltimore and other Atlantic ports by the Grace Line, one of whose ships, the steamer Catalina, arrived here last week, she being the first Baltimore-bound craft to use the waterway. The reduction on lumber amounts to more than twenty-five per cent as compared with the rate via the Strait of Magellan, being $13 per 1,000 feet as against $17 around "The Horn."

From 30 to 40 feet—Magellan rate, $18; Panama canal rate, $14.
From 40 to 50 feet—Magellan rate, $21; canal, $14.

The Grace Line, it is recalled, was one of the first to give notice that it was prepared to place its vessels under American registry. Of course, the lowering of rates will benefit in the first place the Oregon pine and Douglas fir of the Pacific coast, but the probability of the hardwoods of Central and South America being shipped also at a material reduction is likewise under discussion, so that the lumber trade as a whole is

# Perkins Glue

insures

## Safety First

You take no chance when you use it, because

## Perkins Vegetable Veneer Glue

is a

**Uniform, Guaranteed, Patented Glue**

which has years of successful use behind it and scores of satisfied customers. It is not a new "yet to be tried out" product. We can give you the names of many of our customers who manufacture high grade veneered stock for furniture, pianos, and doors

BE SURE YOU GET

*Perkins Quality—*
*Absolutely Uniform*

**PERKINS GLUE COMPANY**

Originator and Patentee Vegetable Glue

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**Paepcke Leicht Lumber Co.**
Conway Building 111 W. Washington Street
CHICAGO

# RED GUM
AMERICA'S FINEST CABINET WOOD

Consider its good qualities.

It has strength.

Can be brought to a very smooth surface and consequently will take high polish in finishing.

Will not split easily.

Runs strong to wide widths and long lengths.

Is not easily marred or dented.

It can be supplied flat and straight—free of warp and twist.

Has beauty, color, life and character.

Considering its numerous good qualities, it is the lowest priced good hardwood on the market today.

We are the largest producers of Gum in the world.

Have a large and well assorted stock on hand at all times.

Can manufacture special thicknesses on short notice.

We guarantee
QUICK SHIPMENTS
GOOD GRADES
DRY STOCK
GOOD WIDTHS
GOOD LENGTHS
SATISFACTION

Band mills at
HELENA, ARK. BLYTHEVILLE, ARK.
GREENVILLE, MISS.

*Write, phone or wire for prices*

**Paepcke Leicht Lumber Co.**
Conway Building 111 W. Washington St.
CHICAGO

[illegible] appointment of a receiver was assented to.

Of interest to the exporters of lumber generally is the action of the railroads with terminals at Baltimore taken last Saturday in raising the embargo on exports. As a result of the action, general merchan- [illegible] to await proper vessel facilities. The issuance of through bills of lading is resumed subject to the following conditions:

[illegible] must be prepaid.

[illegible] issued until contracts for booking for ocean tr[illegible] effected through foreign agents of trunk lines, [illegible]

All through export b[illegible] attached the ocean condi- [illegible]

## COLUMBUS

[illegible] during the past fortnight. The business depression coupled with the [illegible] is not quite so large as was the case this time last year. On the whole, however, the trade is in good shape and the prospects for the future are not [illegible]

Buying is being done mostly by retailers as factory purchasing agents are going slow. Some buying is being done by implement, vehicle and furniture factories. Retailers' stocks are generally light and they are still following the policy of buying only for present requirements. Dry stocks in the hands of mill owners are not very large and shipments are coming out promptly.

One of the best features of the trade is the activity which prevails in building circles, not only in Columbus but also in the cities and towns in central Ohio. This means a continuous demand for certain stocks and is really the life of the market. The business depression apparently has not stopped building.

Prices are pretty generally maintained, although some shading is being done in order to force trade. This is true especially where stocks have accumulated. Quartered and plain oak is both fairly strong and the volume of business done is good. There is also a good demand for poplar, all grades of which are moving well. Chestnut is one of the strongest points in the trade, sound wormy especially moving well. Ash and basswood are strong and other hardwoods are unchanged.

## TOLEDO

There has been no great change in the hardwood situation here during the past couple of weeks. The railroads are buying a little more freely but are by no means placing orders in normal quantity. The furniture factories are running about as usual and using their usual quota of lumber. The automobile factories are beginning to operate along larger lines than during the dull summer months but can scarcely be said to be operating at their usual capacity as yet. The building trades continue a fair call for material but there is likely to be a tightening up along these lines soon owing to the money stringency which is beginning to make itself felt here. Banks are not loaning on real estate at all and the savings associations are confining themselves largely to depositors in making realty loans. These conditions make themselves felt quickly in the lumber trade. The demand generally is rather light although prices are holding fairly firm all things considered. The only really bright spot is the cooperage business, which is unusually active.

## INDIANAPOLIS

The local hardwood trade has been moving along quietly during the last two weeks. There has not been much buying and few inquiries. Here and there deliveries have been made on contracts or orders received some time ago and a few dealers have placed orders to replenish their stocks.

There promises to be little activity until a new export market, to take the place of the European market, can be found, not only for the lumber trade but for other trades.

Building operations are practically at a standstill owing to the tight condition of the money market. Concerns using hardwoods are proceeding along conservative lines.

## NASHVILLE

Hardwood lumber trade continues to rule about as quiet as it has ever been for some years, the foreign war being the main influence. There is only a moderate shipping demand of a general character for

oaks, ash, hickory, poplar, chestnut and other lines. The retail trade is more active than any other department. Most of the strong firms are holding up prices, but on account of the pressure prices $1 to $3 lower than sixty days ago could be secured.

## BRISTOL

While features of the situation are regarded as anything but encouraging, the Bristol lumbermen take an optimistic view of the outlook for trade. They believe that conditions will improve before the end of the year and that a means of reviving the export trade will be devised. Most of the mills in this territory are still running, despite the dullness.

## LOUISVILLE

Sentiment has improved noticeably during the past fortnight, and lumbermen are now regarding the situation with less anxiety than for a time. The fact that the export market is gradually opening up is one of the best features of the situation, while it is undoubtedly true that the stimulation of general business brought about by the stoppage of foreign imports in many lines will help to make a demand for lumber and its products. The furniture trade is livening up, and the vehicle and implement manufacturers are expected to have a big fall trade, in view of the obvious prosperity of the farmer. The railroads do not seem to be buying, though their intentions along this line have been widely heralded. Quartered oak continues to sell well, and plain oak is improving somewhat. While sales of plain oak at extremely low prices are occasionally reported, the bulk of the business is being done on a normal basis, and there does not appear to be any reason for cutting quotations below the line of profit. Poplar is showing marked improvement, and the demand has been brisk of late. Cottonwood is also in good demand.

## ST. LOUIS

The lumber trade is of fair volume in this territory, considering this is so soon after the first of the month. While there is a little more activity reported than there has been, it is far from what was expected. The hardwood market is showing a slightly increased improvement, with the demand for plain oak stronger from various sources of consumption. There is also a slightly improved call for ash and cypress, with cottonwood moving better than it did. Choice red gum and several of the leading items on the poplar list are being called for more actively than a short time ago and prices are a little more remunerative than a few weeks back.

## ARKANSAS

The lumbermen of Arkansas generally entertain the belief that the worst effects from the European war disturbances have been felt, and that the future holds brighter prospects for the lumber industry. Immediately following the first news of the wars in the East many lumber manufacturing plants in Arkansas were closed down, others reduced their schedules of work time, and on all sides there were tendencies of retrenchment. This policy is being pursued still by perhaps the greater number of the lumbermen, *but a few have recently reopened their plants and are now operating them at full blast.* There are a few instances, too, of new woodworking enterprises being launched.

## NEW ORLEANS

There has been little change in the hardwood market here during the past two weeks. The local market is very dull, practically all of the export mills in this vicinity having closed down. Reports reaching here from Nicaragua and other mahogany fields are to the effect that the small operators are overstocked with logs, and will sell at any price. They have not been able to get a boat for England or the Continent of Europe since the outbreak of war, and they will welcome a buyer from the States with open arms. A representative of one of these operators, who has several thousand logs for sale, was in the city this week.

Coastwise prices have been affected, along with yellow pine; but there is a difference of opinion as to the effect of the export situation on prices quoted the domestic market. Some of the sales managers maintain that they have not weakened, while others admit that certain grades are off two or three dollars a thousand.

## MILWAUKEE

There is still a waiting attitude in the hardwood market. Trade has not fallen off any, despite the uncertainty caused by the European war, but on the other hand, it has not shown the improvement which had been hoped for. Lumbermen are inclined to make the best of the situation and are optimistic enough to believe that a better business can be expected later in the season when the fall building campaign gets under way.

Just at the present time the amount of new building which is being launched in Milwaukee shows a decrease as compared with a year ago, but contractors and lumbermen say that there have been so many large projects started on which work has been delayed that there ought to be plenty of activity this fall. During the month of August there were


# Mahogany and Circassian Lumber & Veneers

¶ The largest assortment of finest figured Mahogany Logs, Lumber and Veneers in the country can be found at the Chicago plant of C. L. Willey.

¶ We are just in receipt of fifteen cars of remarkably superior Circassian Walnut Logs, large size, well-figured and of good color, which are now being cut into Veneers.

¶ A visit or correspondence from discriminating buyers of all varieties of fine Imported and Domestic Cabinet Woods in Lumber and Veneer is solicited.

¶ You will not only find the Willey warehouses well stocked with a superb collection of Circassian, Mahogany, Vermilion, Black Walnut and other fancy foreign and domestic lumber and veneers, but buyers are assured of prompt and painstaking service, and a quality of product not usually obtainable.

¶ To visit the plant take Blue Island Ave. car at the postoffice to Robey Street.

## C. L. WILLEY, Chicago

*Largest Fancy Wood Veneer and Lumber producing plant in the world*

# WANTED

All Kinds of High-Grade

## HARDWOODS

S. E. SLAYMAKER & CO.

Representing
WEST VIRGINIA SPRUCE LUMBER CO., Fifth Avenue Building,
Cass, West Virginia. NEW YORK

# Mutual Fire Insurance

Best Indemnity at Lowest Net Cost
Can Be Obtained From

The Lumber Mutual Fire Insurance Company, Boston, Mass.

The Lumbermen's Mutual Insurance Company, Mansfield, Ohio.

The Pennsylvania Lumbermen's Mutual Fire Insurance Company, Philadelphia, Pa.

The Indiana Lumbermen's Mutual Insurance Company, Indianapolis, Ind.

The Central Manufacturers' Mutual Insurance Company, Van Wert, Ohio

# $141,000.00

In Savings **DIVIDENDS** Returned

This Year to Policy Carriers of

## The Lumbermen's Underwriting Alliance

Possibly there is no good reason why YOU were not among these beneficiaries. If it is a matter of eligibility, and you feel that your plant does not at present comply with all requirements, confer with us anyway. Let us see if it cannot be brought up to an acceptable standard at no greater cost than will be justified by the prospective saving on insurance rates.

**U. S. Epperson & Company**
Attorney and Manager
1101 R. A. LONG BLDG. KANSAS CITY


[illegible] reported for the [illegible] to end $626,681 as compared with [illegible] and an assessment of $1,156,013 during the corresponding period in 1914. The resulting inspector says that he has been as busy that time of the year as he ever was and that work will be taken up this fall.

The general factory trade is fair, but the automotive interests are still inclined to buy conservatively and only enough to meet their present requirements. Wholesalers say that they are in receipt of enough small orders and that the cars are heavy shipment in any time is unusually light for this season of the year. The demand for hardwood flooring and general building trade is about normal, but an improvement in that line is confidently expected later in the month.

Prices seem to have been well maintained, due probably to the realization that stocks of northern hardwoods are light. In some lines where stocks have shown an accumulation, there seems to be a shading of prices in order to secure the business, but this is not the general rule by any means.

Lumbermen in the northern Wisconsin hardwood district predict that the logging season will open late and close early this season, due to the curtailment of the export trade by the war and because of the general conservatism which seems to be existing. One prominent logger says that if the war continues logging operations in Wisconsin this season will be only about twenty-five per cent of the normal.

## DETROIT

Detroit hardwood dealers generally report that business in August did not fall off enough to justify a prediction of a dark future as a result of the European struggle and the subsequent caution in the United States industries. Something definite and tangible is all Detroit dealers are asking for at present. The most depressing thing in the trade is the feeling of uncertainty. Up to and including the present there has been no curtailment in the manufactories using hardwoods. The furniture factories, in both Grand Rapids and Detroit, have shown no indication of suspending, and many in the former city are reporting many orders instead of few. Automobile manufacturers, particularly the light car people who are the heaviest users of hardwood, have not yet curtailed. Notwithstanding the spirit of optimism and prosperity there is no denying the fact that none of the manufacturers are buying liberally and should they be forced to suspend, or curtail, their outputs they will not be caught with heavy stocks of hardwood.

Building permits in August showed a fair amount of new building, although there was a loss of about $300,000 as compared with August, 1913. However, the first eight months of the year show a gain of $1,000,000 as compared with the first eight months of 1913.

A recent unofficial census of the furniture industry at Detroit showed that there are 3,400 men employed and that annual sales total about $5,500,000.

## LIVERPOOL

The market has been almost at a standstill during the past fortnight. The chief causes have been financial, and though the moratorium proclamation with reference to bills of exchange has helped to bring relief, the position is still very weak. The unfortunate part of this war, as far as the timber trade is concerned, is that it came when everyone was so heavily stocked. Buyers up country in almost every instance are withholding payments and with engagements coming due importers are in a very delicate position. Things will probably straighten out in a short time though shipments on consignments are not advised. Brokers here are making it clear that they will not accept shipments against documents unless accompanied by a war risk insurance certificate. The British government guarantee on this point has helped to ease matters and it is stated that three guineas per cent is the rate at present. Shippers should have a clear understanding in their contracts as to their liability on this point as several knotty legal points have already arisen.

As to the future prospects, all furniture and fancy woods will be very quiet owing to the general tendency to dispense with all luxuries. Softwoods, owing to the absence of imports from the Baltic, have already advanced. This may affect the cheaper hardwoods such as birch which was, even before the war, a strong point. Wagon oak planks have been very firm and an advance is anticipated in constructural timbers such as ash, hickory and oak. The prices of ash and hickory have not as yet moved, owing largely to the very heavy stocks, and there will be a big clearance before any material advance is noticeable. Oak lumber is a little firmer but shippers should not make this a pretext for consignment shipments. Canary whitewood and cottonwood are being used in wide widths for the automobile industry and shipments of 1x18 and up, 1¼x18 and up, and 1½x24 and up should be profitable while the war lasts, but the cabinet making sizes should be avoided. Round rock elm has been selling well for shipbuilding purposes but the stock is ample. Stocks like hazel, pine and other sap gum may be wanted owing to the high prices of softwoods, but the best policy will be to wait advices from responsible brokers here. The mahogany position is most difficult to calculate. The shipping companies have advanced freights at least fifty per cent, but stocks have not moved to any appreciable extent. The demand is likely to be exceedingly small except in a few instances where it is required by the shipbuilding fraternity. The whole tendency is to dispense with all luxuries as much as possible and mahogany will be one of the chief sufferers of this resolution.

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# CLASSIFIED ADVERTISEMENTS

[illegible] Line
[illegible] Line
[illegible] Line
For four insertions.....60c a line

[illegible]

Restrictions to necessary to cover. No [illegible] display type admitted except [illegible] the advertisement.

## EMPLOYES WANTED

### SALESMAN WANTED

[illegible]

SAVANNAH VALLEY LUMBER CO.
Augusta, Ga.

## EMPLOYMENT WANTED

### A THOROUGH LUMBERMAN

[illegible] imported and domestic hardwoods, is open for engagement. Has established high-class trade in [illegible] millar with grading and market lumber requirements. Connection desired either selling wholesale [illegible] ample capabilities of managing a plant either in regular or specializing hardwood trade.

Address BOX 96, care Hardwood Record.

### WANTED—EMPLOYMENT

When you want a salesman for New York state territory, write us. We can supply you with a good [illegible] EMPIRE STATE ASSOCIATION of Wholesale Lumber & Sash & Door Salesmen. H. T. Trotter, 428 Powers Bldg., Rochester, N. Y.

### COMMISSION SALESMAN

[illegible] with a good Southern hard wood yard to sell output by Manufacturer and Operator.

Address BOX 95, care Hardwood Record.

## LUMBER FOR SALE

### HALF MILLION FEET PLAIN OAK

[illegible] facturing consumer for delivery 1914, 4/4 eight-foot Oak lumber, mill run or on grade. 300,000 [illegible] on stacks.

E. W. PRATT, JR., Hopkinsville, Ky.

### FOR SALE

50,000 feet 5/4 Poplar, 75% No. 1 and 2.
3 cars 4/4 Poplar, No. 2 com. and better.
3 cars 4/4 and 6/4 Chestnut, 2 Com. and better.
7 cars 4/4 and 6/4 Basswood, 2 Com. and better.
6 cars 4/4 Qtd. White Oak, 2 Com. and better.
10 cars 4/4 P. R. O., 4, 6 & 8/4, 2 Com. and better.
[illegible] 4/4 Western, No. 2 Com. & Better.
4 cars Ash, 4 to 16/4, No. 2 Com. & better.

O. C. RICHARDSON LUMBER CO.,
Tullahoma, Tenn.

## DIMENSION STOCK WANTED

### WANTED

Hard Maple and Beech Squares 42", 44" 48" long, [illegible] 4" x 4". Must be sound and straight. If you have any to offer write us. Will take them dry or green.

THE COLUMBIA MFG. CO.,
New Philadelphia, Ohio

### WANTED

DIMENSION OAK

Plain and Quartered

Various sizes for chair and table factories

Send to us for specifications and prices

INDIANA QUARTERED OAK CO

7 East 42nd Street.

New York

## DIMENSION STOCK FOR SALE

### WANTED—OAK DIMENSION STOCK

[illegible] and Qtd. Red and White Oak, all kinds of stock. Send stock [illegible]

Address "BOX 91," care Hardwood Record.

## TIMBER FOR SALE

### 8,700 ACRES VIRGIN HARDWOODS

[illegible] Oak and Poplar predominating. Contains valuable iron and clay deposits, also valuable water power rights. Unquestionable title. For price and other information apply to

DAWSON LAND & LUMBER COMPANY,
Huntington, W. Va., Box 51.

## MACHINERY FOR SALE

### WOODWORKING MACHINERY BARGAINS

1—50x8 Lane & Co. [illegible] surfacer.
1—[illegible] Lane & Co. [illegible] surfacer.
1—30x8 Buss cabinet surfacer.
[illegible] [illegible]
2—14x6 J. A. Fay & Co. lightening flooring machines.
1—7x4 E. & B. Holmes flooring machine.
1—30x10 double surfacer, with divided feed rolls.
1—28x6 Berlin cabinet surfacer with sectional rolls and chip breaker.
[illegible] 42" band re-saw, 1—42" band saw.
1—40" band saw.
1—48" 3-drum H. B. Smith Sander.
1—60" 3-drum Columbia Sander.
1—48" 4-drum Berlin Sander.

Many other woodworking machines, boilers, shafting, pulleys, belting and hangers, Corliss and automatic engines, dynamos and motors.

CLEVELAND BELTING & MACHINERY CO.,
1922 Scranton Road, Cleveland, Ohio.

### FOR SALE—COMPLETE SAW MILL

[illegible] 13 [illegible] 26" wheels [illegible] dition.

[illegible] 42 [illegible] 36" wheels [illegible]

CATAWBA TIMBER CO., Marmet, W. Va.

## BUSINESS OPPORTUNITIES

### MODEL WOODWORKING PLANT

[illegible] with full cement basement. Has heat, electric light, freight elevator, and good power plant. [illegible] and 2 new fireproof Grand Rapids dry kiln.

Grand Trunk siding with excellent service.

Manufacturing conditions ideal and plenty of labor available. Address

THOMAS H. BYSTOL, Owosso, Mich.

## MISCELLANEOUS

### LIST OF SAW MILLS

Also shingle and lath mills, creosoting plants, re-milling plants, crossties, piling and stave producers in Georgia, Florida, Alabama, Mississippi, Louisiana, Texas, Tennessee and Arkansas. Shows railroad location, daily capacity pine, also hard wood capacity planers, steam and smoke kilns $3.00 complete.

[illegible] SAW MILLS CO., New Orleans, La.

# CHICAGO

## E. H. KLANN LUMBER CO.

Cottonwood, Gum, Oak, Ash, Cypress, Yellow Pine, Dimension Stock

819 FISHER BLDG. HAR. 1187

## COUNTERFEIT CHECKS

are frequent except where our

Two Piece Geometrical Barter Coin

is in use, then, imitation isn't possible. Sample if you ask for it

S. D. CHILDS & CO.
Chicago

We also make Checks, Steadis and Log Hammers

## GERLACH

Circular, Band and Cylinder Saws, New Roller Saw Swages and Sharpeners

Are unexcelled in Europe or America. We use the best steel, the finest equipment and have sixty years behind us.

THE PETER GERLACH COMPANY
Cleveland Sixth City

# Doesn't It Look Good To You?

**Specimen of one of the thousands of patented tabbed index cards involved in Hardwood Record's copyrighted Information Service, showing annual requirements for Lumber, Dimension Stock, Veneers and Panels employed by wholesalers and hardwood manufacturing consumers throughout the United States and Canada.**

Illustration of Oak Cabinet in which this Information Service is filed.

**ILLINOIS**

## Key

| | | | |
|---|---|---|---|
| 1 | Ash | 12 | Hickory |
| 2 | Basswood | 13 | Mahogany |
| 3 | Beech | 14 | Maple |
| 4 | Birch | 15 | Oak |
| 5 | Butternut | 16 | Walnut |
| 6 | Cherry | 17 | Poplar |
| 7 | Chestnut | 18 | Miscellaneous including Dogwood, Holly, Locust, Persimmon, Sycamore. |
| 8 | Cottonwood | | |
| 9 | Cypress | | |
| 10 | Elm | 19 | Dimension stock |
| 11 | Gum | 20 | Veneers and panel stock |

**Fac-simile of state key card between which the tabbed information cards are filed alphabetically by towns, by means of which instant reference can be made to the buyers of any kind of wood, in any locality in the United States and Canada.**

THIS service is comprised in more than sixty bulletins, and additional bulletins of corrections and additions are printed frequently.

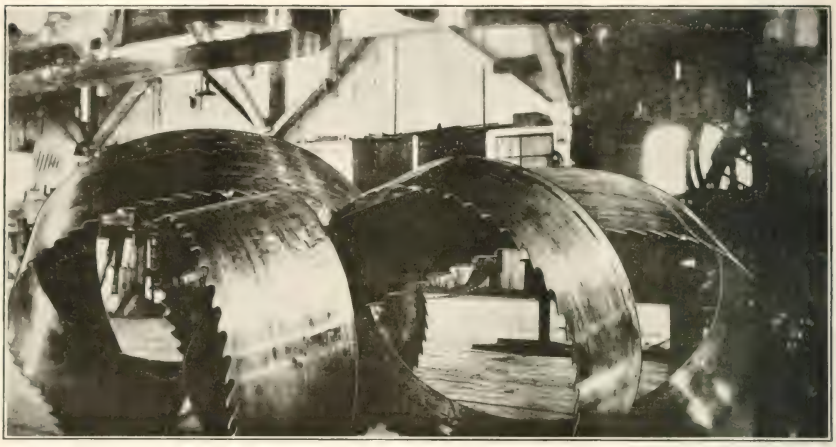
This service is kept positively up-to-date, and is indispensable to lumber and veneer sales departments.

It is an exclusive service disposed of only to HARDWOOD RECORD advertisers.

LET US TELL YOU ABOUT THE MODERATE COST

**Hardwood Record, 537 South Dearborn Street, Chicago**

# No, This Is Not a Picture of a Russian Submarine, a French Air Ship or a German Man-of-War



It is an actual photograph of an

# ATKINS SILVER STEEL BAND SAW

that was accidentally pulled off the wheels and tied itself into the above double bow knot in such a way that it had to be cut, in order to be straightened out. Vic. Tuxworth, the filer, rebrazed and benched the Saw and it is now running each turn without a single crack.

Now, really, Mr. Mill Man, don't you want Saws like these in your mill?

If we can furnish you with Saws that will stand up longer with the least re-fitting, then you would be satisfied that you were making the most money on Saws. Saws like those are an investment and not an expense.

## Atkins Always Ahead!

We make a Perfect Saw for Every Purpose. Use ATKINS CELEBRATED SILVER STEEL BAND SAWS, ATKINS SILVER STEEL CIRCULAR SAWS, GANG SAWS, EDGER SAWS, CROSS CUT SAWS, ATKINS MACHINE KNIVES.

## *"Finest on Earth"*

Specify ATKINS in your next order. We'll make good

## E. C. ATKINS & CO., Inc. *The Silver Steel Saw People*

Home Office and Factory: INDIANAPOLIS, IND.

Canadian Factory: **HAMILTON, ONT.** Machine Knife Factory: **LANCASTER, N. Y.**

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FREE Our illustrated monthly magazine —THE YELLOW STRAND—free for a year to all rope users. Write for it.

# DO YOUR YARDING WITH

Yellow Strand Powersteel. It is the cheapest, because strongest, most flexible and durable wire rope ever made for logging purposes. Even if Yellow Strand Powersteel cost twice as much as any other rope it would still be the cheapest in the end. You'll be glad to know, though, that Yellow Strand costs no more than the other wire ropes that claim to be "just as good." If you want "evidence," just say the word. We can literally swamp you with letters from prominent hardwood lumbermen attesting to the superiority of Yellow Strand Powersteel.

Write us at once. Ask for copy of Catalog No. 50

A Yellow Strand in Your Rope Means Yellow Gold in Your Pocket.

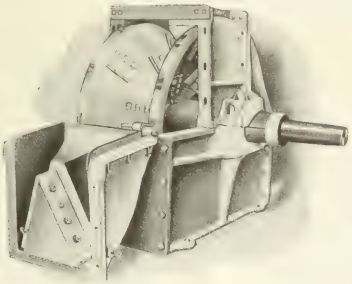
YELLOW STRAND

**Broderick & Bascom Rope Co**

New York ST. LOUIS Seattle

Factories: St. Louis and Seattle

AGENTS EVERYWHERE



## PROFIT FROM WASTE

THE DIAMOND DOUBLE ANVIL HOG IS SPECIALLY ADAPTED FOR HARDWOOD MILLS

Let Us Send You Bulletin R

**DIAMOND IRON WORKS**

MINNEAPOLIS MINNESOTA

## LIDGERWOOD

LOGS AT MILL AT LOWEST COST

## SKIDDERS

IN CHANCERY AT NASHVILLE, TENNESSEE. Folio No. [illegible] For Description of Land[illegible] Manuscript Books [illegible] Page 20

The Union Bank & Trust Company Et Al. vs Bon Air Coal & Iron Company

# FOR SALE

About one hundred and seventy-five thousand acres of coal, iron and timber lands together with all improvements upon them consisting of [illegible] and mines equipped and in operation.

[illegible] blast furnaces, each of one hundred tons daily capacity. Iron ore mines equipped for mining, washing and delivering ore.

[illegible] mines, equipped and in [illegible]

[illegible] report, [illegible] one-shaft shaft [illegible] included in Section II [illegible] hundred and thirty-two (10,632) acres [illegible] which has [illegible] hematite [illegible] equipped for operation with coke.

[illegible] described in said report as tracts 1 to 74, inclusive, and 79 to 97, inclusive. These lands are covered with timber, but most of the valuable timber has been removed.

IV. HARDWOOD TIMBER.

About twenty-seven thousand acres of land, covered with virgin forest, of hardwood, merchantable timber. Bids are invited for the timber and for the lands separately, and for the timber and land together. Experts estimate one hundred and two million feet of merchantable hardwood timber. Bidders for the timber alone will indicate the time desired to remove it from the land.

Terms for the timber will be 20 per cent [illegible] the remainder in four equal payments, on or before twelve, eighteen, twenty-four and thirty months, with interest.

V. Bids are invited for the properties referred to in Roman numeral III and Roman numeral IV as a whole.

VI. [illegible]

VII. [illegible]

VIII. [illegible]

IX. Also an undivided one-half interest in ores and mineral rights and interests and rights of way in a tract of about 250 acres of land in [illegible] Register's Office of said county, to which reference is made.

X. Bids are invited for personal property, for cash, consisting of materials, stocks of goods, and all other personal property which do not form a part of the equipment of the mines and works.

Inventories will be furnished bidders at the office of the company, in Nashville, Tennessee.

XI. HARDWOOD TIMBER.

About fifty-five thousand acres of coal and timber lands, on forty thousand [illegible] one hundred and fifty million feet of merchantable [illegible] been worked. There are a number [illegible] showing several veins of coal. The lands are described [illegible] as tracts numbered 165 to 172, inclusive, and 176 to 210 [illegible]

XII. [illegible] undivided three-fourths [illegible] thousand acres, being the northwest one thousand acres of tract [illegible] per 138, as described in said report.

Said tract has [illegible] it the Ray [illegible] part of the town, and the one [illegible] rth interest in said thousand acres is subject to a lien for about [illegible] y-five thousand dollars for purchase price; and also for part of the [illegible] ne plant about three thousand dollars.

Separate bids are invited on these interests.

XIII. Bids are invited for all of the properties referred to above as a whole.

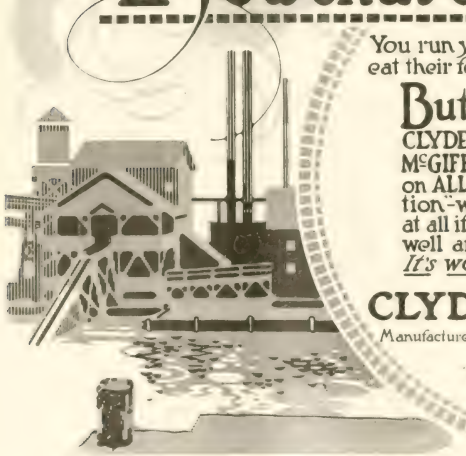
XIV. Sealed bids will be received until the second Monday in November, 1914. Any or all the properties will be shown to persons desiring to bid.

XV. The court reserves the right to accept or reject any or all bids. Information will be furnished as to descriptions of properties and details at the office of the company, in Nashville, Tennessee, to any one desiring [illegible]

[illegible] June 30, 1914.

T. M. STEGER, [illegible] VAUGHN
E. T. SMITH, [illegible] LEWIS
Receivers


# If you shut down your mill



You run your *teams* into the stables to eat their fool heads off—*and the feed bill is a dead loss.*

But when you shut down your CLYDE REHAUL SKIDDERS and McGIFFERT LOADERS you shut down on ALL expenses except depreciation—which actually doesn't happen at all if you grease the machines up well and run them in under a roof

*It's worth considering!*

## CLYDE IRON WORKS

Manufacturers of Machines for EVERY Logging Operation

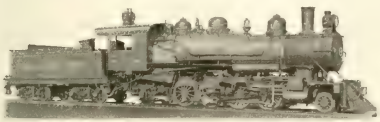
· DULUTH · U·S·A ·

*"Great Port of the Northwest"*

CLYDE

# Logging Locomotives

must be specially designed to suit the service. Baldwin loggers have been built in all types and sizes.



The Mikado type, illustrated above, is doing excellent work, where long hauls must be made with heavy trains.

**THE BALDWIN LOCOMOTIVE WORKS**
**PHILADELPHIA, PA., U. S. A.**
*Cable Address:—"Baldwin, Philadelphia"*

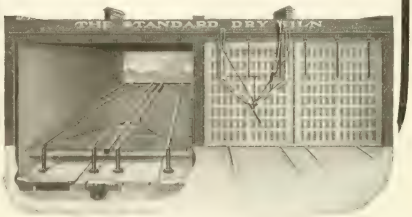
REPRESENTED BY

F. W. WESTON ..... 50 Church Street, New York, N. Y.
CHARLES RIDDELL ..... 635 Railway Exchange, Chicago, Ill.
C. H. PETERSON ..... 1610 Wright Building, St. Louis, Mo.
GEORGE F. JONES ..... 407 Travelers' Building, Richmond, Va.
A. WM. HINGER ..... 722 Spalding Building, Portland, Oregon



℞ For satisfactory lumber drying—
Get the basic principle right,
then get the drying elements
under absolute control.
Dr. X. Perience

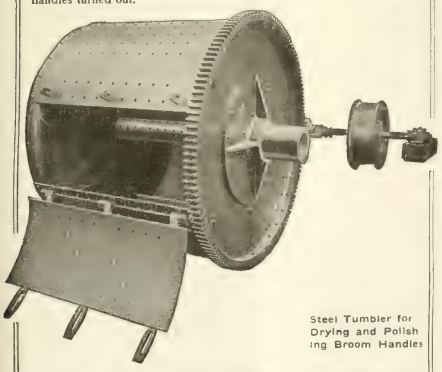
THE Standard Moist Air Dry Kiln exactly fills this prescription of Experience. Convincing proofs of its complete success in drying *all varieties* of HARDWOODS will be sent, with the catalog, on request. Address: The Standard Dry Kiln Co., 1559 McCarty St., Indianapolis, Ind.






# Broom Handle Machinery

Let us tell you about our **STEEL TUMBLERS FOR DRYING AND POLISHING BROOM HANDLES.** This system is rapidly supplanting all others. More economical; less time required for drying; no polishing afterwards; greater per cent of straight handles turned out.

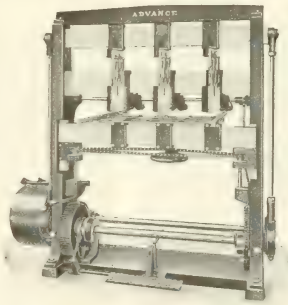


Steel Tumbler for Drying and Polishing Broom Handles

**CADILLAC MACHINE COMPANY**
Complete Line of Broom Handle Machinery
**CADILLAC, MICH.**



# Wire Stitching Machinery




FOR
Crates, Veneer and Resawed Lumber Boxes, Also Wire and Metal Bound Boxes,
FRUIT PACKAGES, BASKETS, FIBER SHIPPING CASES, PAPER BOXES AND SPECIAL PURPOSES
ASK FOR CATALOGUE
Manufactured by
**SARANAC MACHINE COMPANY**
BENTON HARBOR, MICH., U. S. A.

# VENEERS AND PANELS

## Ahnapee Veneer & Seating Co.

HOME OFFICE, FACTORY AND VENEER MILL, ALGOMA, WIS.
VENEER AND SAWMILL, BIRCHWOOD, WIS.

We manufacture at our Birchwood plant single ply veneers of all native northern woods and deliver stock that is in shape to glue.

From our Algoma factory, where we have specialized for twenty years, we produce panels of all sizes, flat or bent to shape, in all woods, notably in Mahogany and Quarter-Sawed Oak.

We make no two-ply stock, and do not employ sliced cut quartered oak. Our quartered oak panels are all from sawed veneer.

Every pound of glue we use is guaranteed hide stock. We do not use retainers. Our gluing forms are put under powerful screws and left until the glue has thoroughly set.

If you seek a guaranteed product that is the best, based on results accomplished by most painstaking attention and study of every detail, combined with the use of the best stock and an up-to-date equipment, our product will appeal to you.

If you are a "price buyer" we probably cannot interest you.

---

TOMAHAWK VENEER & BOX CO.

Manufacturers of Draw Bottoms in Birch and Basswood, Pin Blocks, Back Panels, also Heading and American Cheese Boxes our Specialties

TOMAHAWK WRITE FOR PRICES. WISCONSIN

---

MORE THAN 2,000 LUMBERMEN

[illegible]

HARDWOOD RECORD CHICAGO

---

## B. C. JARRELL & CO.

MANUFACTURERS OF

**High Grade, Rotary-Cut Gum**

## VENEERS

**Cut right; dried right; prices right**

HUMBOLDT, · TENNESSEE

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EVANSVILLE VENEER CO., Evansville, Indiana

---

## VENEERS

Manufacturers and Importers of

Circassian Walnut, Mahogany

and other woods

**We quarter-saw and slice White Oak, Red Oak, Gum and Sycamore**

Rotary cut stock in poplar and gum, for cross banding, back panels, drawer bottoms and panels.

Plant is equipped with the most modern machinery and drying systems known.

---

## Custom Mill Work, Storage, Inspection

ON

### Foreign Fancy Woods, Mahogany, Cedar, Circassian

We receive the logs, store or warehouse them, manufacture them into lumber, cut or saw veneers, pile and store the product, and ship via any railroad. Also furnish inspection returns on logs or lumber. Can furnish accommodations and economies which it is impossible to secure elsewhere. We always have on our yards parcels of plain and figured African, Mexican and Cuban Mahogany, Circassian Walnut and Cedar logs, placed here for sale by direct foreign shippers, from which advantageous purchases can be made.

Astoria Veneer Mills & Dock Co. Long Island City, New York

# WISCONSIN

WHERE THE FINEST NORTHERN HARDWOODS GROW

## Rotary Cut Veneer
and
## Built-up (3 & 5 Ply) Panels

MADE from the best Wisconsin

**Birch** **Basswood**
**Gray Elm** **Red Oak**

*Also Mahogany Panels of every grade.*

This is the stock that satisfies the manufacturer of furniture, interior finish and doors because it is cut under right conditions, perfectly seasoned and carefully handled all the way from stump to car.

***A trial order will convince you***

**The Underwood Veneer Company**
**Thomas Street** **Wausau, Wisconsin**

Our New Mill in Phillips, Wis.

ARE YOU IN THE MARKET FOR THE BEST **Wisconsin Hardwoods?**

Send for Price List "H. R." Today

These Items Are in Excellent Shipping Condition

500,000' 4/4 No. 2 Common and Better Unselected Birch.
300,000' 4/4 No. 1 Common and Better Unselected Basswood.
550,000' 4/4 No. 2 Common Basswood, Rough.
400,000' 4/4 No. 3 Common Basswood, Rough.
200,000' 6/4 No. 2 Common and Better Soft Elm.
100,000' 6/4 No. 3 Common Soft Elm.
500,000' 4/4 No. 2 Common and Better Hard Maple.
1 Car 8/4 No. 2 Common and Better Basswood.
1 Car 5/4 Nos. 1, 2, and 3 Basswood.
3 Cars 4/4 No. 3 Common Ash.
5 Cars 6/4 Soft Elm Scoots.
3 Cars 6/4 Birch Scoots.
1 Car 4/4x11" and Wider 1st and 2nd Basswood.

**KNEELAND-McLURG LUMBER CO.**
Manufacturers of Hardwoods PHILLIPS, WIS.

## A Complete Stock

EVERYTHING IN NORTHERN HARDWOOD

*Send Us Your Inquiries*

**R. CONNER CO., Marsfield, Wis.**

## BIRCH

4-4 and thicker, No. 1 Common and Better also 4-4-5 and 6-4 Red Birch

We have on hand a complete stock (winter sawn) Red, Plain and Unselected Birch, Basswood, Soft and Rock Elm and Hardwood Lath.

LET US QUOTE YOU PRICES

**Rice Lake Lumber Co., Rice Lake, Wis.**

## EASY TO INSTALL

CHICAGO, July 13, 1914.

The National Dry Kiln Co.,
Indianapolis, Ind.

Gentlemen:

We are very glad to advise you that our kiln, which is installed with VERTICAL PIPING system furnished by you, has now been in operation about six months and results are all that we could desire. We wish to state that this material was received in condition which enabled us to install it from the blue print without any difficulty on our part.

We will be very glad to have you use our company as a reference at any time.

Very truly yours,
ROSELAND MILL & LUMBER CO.,
By R. J. Dickerson.

*Send for Catalog*

**THE NATIONAL HARDWOOD DRIER**
**THE NATIONAL DRY KILN COMPANY, INDIANAPOLIS, INDIANA**

# MICHIGAN

FAMOUS FOR HARD MAPLE AND GREY ELM

# "Ideal" Steel Burnished Rock Maple Flooring

is the flooring that is manufactured expressly to supply the demand for the best. It is made by modern machinery from carefully-selected stock and every precaution is taken throughout our entire system to make it fulfill in every particular its name—"IDEAL."

ROUGH OR FINISHED LUMBER—ALL KINDS

*Send Us Your Inquiries*

**I. Stephenson Co., Trustees - WELLS, MICHIGAN**

**Strable Manufacturing Company**

Manufacturers of

MAPLE FLOORING

and Hardwood Lumber

SAGINAW MICHIGAN

**EAST JORDAN LUMBER CO.**

EAST JORDAN, MICHIGAN

*We offer the following Dry Stock:*

1 cars 1x7" and up No. 1 Common and Better Maple.
1 car 8/4 No. 1 Common and Better Maple.
10 cars 4/4 Full log run Beech.
5 cars 5/8 Full log run Beech.
5 cars 4/4 End dried White Maple.
1 car 4/4 No. 2 Common and Better Soft Maple.

WINTER CUT PROMPT SHIPMENT BAND SAWN

**"Chief Brand"**
**Maple and Beech Flooring**

in 3/4, 5/8 and 13-16 and 1 1-16 inch Maple in all standard widths and grades, will commend itself to you and your trade on its merits alone

WRITE US, WE CAN INTEREST YOU

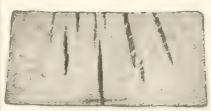
**Kerry & Hanson Flooring Co.**

GRAYLING MICHIGAN

**S. L. EASTMAN FLOORING CO.**
SAGINAW BRAND
**MAPLE FLOORING**
SAGINAW, MICH.

**HARDWOOD RECORD**

Not only the ONLY HARDWOOD PAPER but the BEST LUMBER PAPER published



**Lumber Dried As Never Before**

SEE THE DIFFERENCE

GRAND RAPIDS DRY KILN

GRAND RAPIDS VENEER WKS., SOLE MFRS., MICHIGAN

SECURE BETTER PRICES

AT LESS SELLING COST BY REACHING MORE CUSTOMERS. HARDWOOD RECORD PUTS YOU BEFORE THEM ALL TWICE A MONTH. ASK US ABOUT IT.

# BUFFALO

## The Foremost Hardwood Market of the East

**G. ELIAS & BRO.**
**HARDWOODS**
White Pine, Yellow Pine, Spruce, Hemlock, Fir, Lumber, Timber, Millwork, Boxes, Maple and Oak Flooring
955-1015 ELK STREET

**BUFFALO HARDWOOD LUMBER CO.**
We want to buy for cash
OAK, ASH AND OTHER HARDWOODS
All grades and thicknesses.
Will receive and inspect stock at shipping point
Branch yard, Memphis, Tenn.
940 Seneca Street, BUFFALO

**Hugh McLean Lumber Co.**
OUR SPECIALTY
*QUARTERED WHITE OAK*
940 ELK STREET

**T. SULLIVAN & CO.**
SPECIALTIES
*Gray Elm, Brown Ash*
Pacific Coast Fir and Spruce
2 ARTHUR STREET

**YEAGER LUMBER COMPANY, Inc.**
SPECIALTIES
**Oak, Ash and Poplar**
932 ELK STREET

**ANTHONY MILLER**
**HARDWOODS OF ALL KINDS**
893 EAGLE STREET

**Standard Hardwood Lumber Co.**
**OAK, ASH and CHESTNUT**
*1075 Clinton Street*

The above firms carry large and well assorted stocks of all kinds and grades of Hardwoods, and have every facility for filling and shipping orders promptly. They will be pleased to have your inquiries.

Manufacturers
Gum
Oak
Cypress

# General Lumber Company

Cottonwood
Maple
Elm

Memphis, Tenn.

# YELLOW POPLAR LUMBER CO

MANUFACTURERS OF BAND SAWED
POPLAR
QUARTERED OAK
PLAIN OAK
CHESTNUT
BASSWOOD

White Oak Flooring

SPECIALTY
QUARTER SAWED
WHITE OAK

Coal Grove, Ohio, U. S. A.

## IF YOU WANT THE BEST SYSTEM OF ACCURATELY TALLYING AND RECORDING LUMBER SHIPMENTS OR RECEIPTS

YOU WILL BE INTERESTED IN

# The Gibson Tally Book

This system of tallying lumber is employed by more than two thousand lumber producers, jobbers and wholesale consumers, and is available for tallying lumber, logs, flooring, dimension stock and all other commodities.

Makes three original tallies without the use of loose carbon sheets.

New Catalogue showing twenty-six various forms of tickets sent free on request.

*Tally Book Dept., Hardwood Record, Chicago*

DON'T TALK WAR—TALK BUSINESS

# Hardwood Record

Nineteenth Year, Semi-Monthly.

CHICAGO, SEPTEMBER 25, 1914

Subscription $2. Single Copies, 10 Cents.

We are prepared to ship promptly on receipt of order

**Hardwoods of All Kinds**

from our Philadelphia Yard or direct from our Mills.

**Specialties**

- 7 in. x 24 in. No. 1 Heart Split Cypress Shingles.
- 5-8 Soft Yellow Tennessee Panel Poplar 18 in. and over.

**J. Gibson McIlvain & Co.**
1420 Chestnut Street, Philadelphia, Pa.

**Memphis Band Mill Co.**
Manufacturers
**HIGH GRADE LUMBER**

QUARTERED WHITE OAK
PLAIN WHITE OAK
QUARTERED RED OAK
PLAIN RED OAK
RED GUM SAP GUM
COTTONWOOD
ALL BAND SAWN

Memphis Tennessee

ELEPHANT RUBBER **BELTING**
AIR DRILL AND AIR TOOL
**HOSE**
STEAM
WATER
SUCTION
EXTRA QUALITY
Recommended for hard service and guaranteed to do the work

SELLING AGENTS
CRANE COMPANY - - ALL BRANCHES
STANDARD EQUIPMENT CO., MOBILE, ALA.
ALBANY MILL SUPPLY CO., ALBANY, GA.

**THE MECHANICAL RUBBER COMPANY**
Chicago Rubber Works

307 W. Randolph Street, CHICAGO
ESTABLISHED 1882

# MICHIGAN

FAMOUS FOR HARD MAPLE AND GREY ELM

## Michigan Hardwoods, Our Own Manufacture

Sales Department

## COBBS & MITCHELL, Inc.

CADILLAC, MICH. SEPTEMBER 2, 1914

### Dry Stock List

| | |
|---|---|
| 4/4 Ash No. 3 Common | 34 M |
| 1x6 Basswood 1s and 2s | 45 M |
| 4/4 Basswood 1s and 2s | 200 M |
| 4/4 Basswood No. 1 Common | 200 M |
| 4/4 Basswood No. 2 Common | 200 M |
| 4/4 Basswood No. 3 Common | 150 M |
| 1x3 and 4 Basswood No. 3 Common | 8 M |
| 1x5 Basswood No. 3 Common | 7 M |
| 1x6 Basswood No. 3 Common | 60 M |
| 1x7 and up Basswood No. 3 Common | 20 M |
| 4/4 Red Curly Birch 1s and 2s | ½ M |
| 4/4 Cadillac Gray Elm 1s and 2s | 100 M |
| 1x14 and up Cadillac Gray Elm 1s and 2s | 7 M |
| 4/4 Cadillac Gray Elm No. 1 Common | 100 M |
| 4/4 Cadillac Gray Elm No. 2 Common | 200 M |
| 6/4 Cadillac Gray Elm 1s and 2s | 50 M |
| 8/4 Cadillac Gray Elm 1s and 2s | 20 M |
| 8/4 Cadillac Gray Elm No. 1 and 2 Common | 17 M |
| 4/4 White Maple End Dried (Clear) | 6 M |
| 5/4 Maple Step 1s and 2s | 23 M |
| 4/4 Maple No. 3 Common | 60 M |
| 4/4 Elm, Basswood and Oak No. 4 Common | 83 M |
| 4/4 Red Oak No. 3 Common | 14 M |

*"It is not what lumber costs you, so much as what you can get out of it, that decides its value for your work."*

## MITCHELL BROTHERS CO.

DRY STOCK LIST

## MICHIGAN HARDWOODS

CADILLAC, MICH. SEPTEMBER 2, 1914

| | |
|---|---|
| 1x5 Basswood, No. 1 Common | 8 M |
| 1x6 Basswood, No. 1 Common | 19 M |
| 1x7 & up Basswood, No. 1 Common | 16 M |
| 4/4 Birch, No. 3 Common | 9 M |
| 4/4 Cadillac Gray Elm, 1's & 2's | 100 M |
| 4/4 Cadillac Gray Elm, No. 1 Com | 100 M |
| 5/4 Cadillac Gray Elm, 1's & 2's | 18 M |
| 12/4 Cadillac Gray Elm, 1's & 2's | 5 M |
| 4/4 Soft Maple, No. 3 Common | 30 M |
| 6/4 Hard Maple, No. 1 Com. & Btr. | 3 M |
| 4/4 White Maple, End Dried (Clear) | 10 M |
| 4/4 Birdseye Maple 1's & 2's, End Dried | 1 M |
| 4/4 Basswood & Elm, No. 4 | 20 M |
| 4/4 Maple & Beech, No. 3 Common | 200 M |
| 4/4 Tamarack, Merchantable | 10 M |

### CADILLAC QUALITY

When you want lumber of Cadillac Quality, lumber which has been manufactured and seasoned properly, and grades which have not been blended to meet price competition — send us your inquiries.

WE SELL ONLY MITCHELLS-MAKE

# Service "STEARNS QUALITY" First

## LUDINGTON

## HARDWOOD SPECIALISTS

### The Lower Peninsula of Michigan

has become famous the world over for the excellent quality and general character of its

### Soft Gray Elm

Noted especially for soft texture, straight grain, bending and resisting qualities.

SELECTED QUARTERED THICK ELM

### OUR LIST OF Dry Stock

| | Av. Width |
|---|---|
| 45 M 4/4 FAS | 9" |
| 19 M 6/4 FAS | 9½" |
| 76 M 8/4 FAS | 10" |
| 28 M 10/4 FAS | 10½" |
| 64 M 12/4 FAS | 11" |
| 52 M 16/4 FAS | 11½" |
| 90 M 4/4 No. 1 Com | 8" |
| 18 M 6/4 No. 1 Com | 8" |
| 38 M 8/4 No. 1 Com | 9" |
| 12 M 10/4 No. 1 Com | 9½" |
| 29 M 12/4 No. 1 Com | 10" |
| 24 M 16/4 No. 1 Com | 11" |
| 70 M 4/4 No. 2 Com | 7" |
| 65 M 4/4 No. 3 Com | 7" |

The STEARNS SALT & LUMBER CO. LUDINGTON, MICH.

# LOUISVILLE

## THE HARDWOOD GATEWAY OF THE SOUTH

## Buy Where the Buying is Good

If you need hardwood lumber, NOW is the time and Louisville is the place to get it.

Lumber values are on a firm basis, but the present is favorable to the consumer on account of temporary conditions, which may be changed shortly. The market can hardly go lower, but it is likely to go higher. Hence the wise consumer will cover his requirements for some time to come at present prices.

Louisville service guarantees satisfaction. Write for description and prices of any of the following stock. It will please you.

### EDWARD L. DAVIS LUMBER COMPANY

6 cars 4/4 1[illegible]
6 cars 4/4 No. 1 common quartered white oak.
7 cars 4/4 1s and 2s plain red oak.
100,000 ft. 8/4 No. 1 common hickory.
20 cars 4/4 No. 1 common quartered white oak.
10 cars 4/4 No. 2 common red oak.
5 cars 8/4 No. 1 common quartered white oak.
5 cars 5/4 No. 2 common red oak.
8 cars 4/4 1s and 2s plain white oak.

### CHURCHILL-MILTON LUMBER COMPANY

15,000 ft. 4/4 [illegible]
15,000 ft. 4/4 No. 1 log run beech.
15,000 ft. 3-inch log run beech.
20,000 ft. 4/4 common and better hard maple.
30,000 ft. 6/4 common and better hard maple.
60,000 ft. 8/4 common and better hard maple.
20,000 ft. 10/4 common and better hard maple.
15,000 ft. 3 and 4-inch common and better hard maple.
250,000 ft. 4/4 and thicker No. 2 common and better poplar.
25,000 ft. 3-inch log run elm.
[illegible]

### THE LOUISVILLE VENEER MILLS

200,000 ft. 4/4 sound wormy chestnut.
[illegible]
1 car 4/4 1s and 2s plain oak.
[illegible]
1 car 4/4 No. 1 common figured red gum.
1 car 5/8 1s & 2s quartered oak.
1 car 5/8 No. 1 common quartered oak.
1 car 3/4 1s and 2s quartered oak.
1 car 4/4 No. 1 common poplar.

### W. P. BROWN & SONS LUMBER COMPANY

[illegible]
150,000 ft. 6/4 1s and 2s plain white oak.
200,000 ft. 4/4 No. 1 common quartered red oak.
200,000 ft. 4/4 common quartered white oak.
200,000 ft. 4/4 No. 1 common quartered red gum.
100,000 ft. 2-inch 1s and 2s plain white oak.
100,000 ft. 5/4 common and better quartered white oak.

### BOOKER-CECIL LUMBER COMPANY

200,000 ft. 4/4 No. 1 common plain red oak.
1 car 5/4 1s and 2s oak.
1 car 4-inch 1s and 2s ash.
75,000 ft. 4/4 No. 1 common poplar.
15,000 ft. 4/4 No. 1 common quartered white oak.
40,000 ft. 2-inch common and better maple.
30,000 ft. 4/4 clear sap poplar.
15,000 ft. 4-inch 1s and 2s poplar.

### THE STEMMELEN-FULLENLOVE COMPANY

1 car 4/4 1[illegible]
2 cars 4/4 No. 1 common quartered white oak.
2 cars 4/4 No. 2 common quartered white oak.
1 car 8/4 No. 1 common red oak.
3 cars 8/4 [illegible]
2 cars 8/4 1s and 2s plain white oak.
3 cars 4/4 No. 1 common red oak.
4 cars 4/4 No. 1 common white oak.
1 car 8/4 [illegible]

### NORTH VERNON LUMBER COMPANY

95,000 ft. 5/8 [illegible]
126,400 ft. 5/8 [illegible]
150,000 ft. 3/4 1s and 2s quartered white oak.
250,000 ft. 3/4 No. 1 common quartered white oak.
50,000 ft. 4/4 1s and 2s common quartered white oak.
92,000 ft. 4/4 No. 1 common quartered white oak.
98,000 ft. 5/8 1s and 2s plain red oak.
108,000 ft. 5/8 No. 1 common plain red oak.
58,000 ft. 4/4 1s and 2s plain red oak.
250,000 ft. 4/4 No. 1 common plain red oak.
72,000 ft. 5/4 1s and 2s plain red oak.
10,000 ft. [illegible]

### NORMAN LUMBER COMPANY

(Mills at Holly Ridge, La.)

**RED GUM**

40,000 ft. 4/4 1s and 2s
250,000 ft. 4/4 No. 1 com.

**SAP GUM**

100,000 ft. 4/4 1s and 2s
100,000 ft. 5/4 1s and 2s
50,000 ft. 4/4 No. 1 com.
100,000 ft. 5/4 No. 1 com.
140,000 ft. 6/4 No. 1 com.
200,000 ft. 8/4 No. 1 com.

**PLAIN RED OAK**

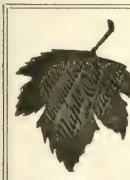
125,000 ft. 4/4 1s and 2s
250,000 ft. 4/4 No. 1 com.

**J. RAYNER**
**VENEERED PANELS**
ALL WOODS
SEND FOR STOCK LIST
**MAHOGANY LUMBER**
CARROLL AVE. AND SHELDON ST.
CHICAGO

**An Opportunity to Make Money With Small Capital**

I have a small tract of timber, well located, in Central Southern Hardwood Belt, which will cut several million feet of FINE OAK.
Will sell to mill man at $2.50 per M ft. for the timber only—or $3.00 per M ft. for the land and timber. Reasonable terms.
You can make a handsome profit on the timber and have a splendid farm left. Bottom land, no overflow.
If interested write for particulars.

JOHN C. SPRY
1003 Harris Trust Building
CHICAGO, ILL.



**A floor to adore**

For thirty-three years Wilce's Hardwood Flooring has been among the foremost on the market and because it stands today "unequaled" is the best evidence that its manufacturer has kept abreast of modern methods and the advanced demands of the trade. To convince yourself of the above statements, try our polished sur. ce flooring, tongued and grooved, hollow backed, with matched ends and holes for blind nailing—you'll find it reduces the expense of laying and polishing

*Our Booklet tells all about Hardwood Flooring and how to care for it—also prices—and is free.*

**The T. Wilce Company**
22nd and Throop Sts. CHICAGO, ILL.

SAVE YOUR MONEY BY USING THE
**RED BOOK** Published Semi-annually in February and August

It contains a carefully prepared list of the buyers of lumber in car lots, both among the dealers and manufacturers.
The book indicates their financial standing and manner of meeting obligations. Covers the **United States, Alberta, Manitoba and Saskatchewan.** The trade recognizes this book as the authority on the line it covers.

A well organized Collection Department is also operated and the same is open to you. **Write for terms.**

**Lumbermen's Credit Assn.,** Established 1878
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WHOLESALE LUMBER
*Always in the market for OAK, GUM and POPLAR*

¶ For items of Hardwood Stock or Hardwood Machinery, you will find it advantageous to write our advertisers. Get in touch!

# KNOXVILLE

Famous for Finest Type of Poplar, Oak and Chestnut.

## VESTAL LUMBER AND MANUFACTURING CO.

KNOXVILLE, TENNESSEE.

**QUARTERED WHITE OAK**

OUR SPECIALTY

MANUFACTURERS OF

QUARTERED WHITE OAK, PLAIN OAK, POPLAR, WALNUT & TENNESSEE RED CEDAR LUMBER

BAND MILLS AT VESTAL, A SUBURB OF KNOXVILLE. SOUTHERN AND LOUISVILLE & NASHVILLE RAILROAD

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## J. M. LOGAN LUMBER CO.

MANUFACTURERS AND WHOLESALERS

HARDWOODS AND PINE

POPLAR A SPECIALTY

**Main Office and Yards: Knoxville**

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We Want Orders for the following Dry Stock:

WHITE OAK—Plain or Quartered.

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CHESTNUT — BASSWOOD

POPLAR — WHITE PINE

Always carry large well assorted stock of all kinds of Hardwoods.

CAN SHIP ON SHORT NOTICE.

THE HARDWOOD RECORD is a different kind, and altogether better lumber newspaper than has hitherto been published. This is made possible by the loyal co-operation and support of the hardwood element of the lumber industry. If you are a subscriber you will agree.

## Sliced Quartered Oak

"THE VERY BEST"

FIGURED AND PLAIN

ASH, CHESTNUT, POPLAR, PINE
RED OAK, WH. OAK, WALNUT

**Knoxville Veneer Co.**

P. B. RAYMOND, General Manager, Knoxville, Tenn.

## What Veneer and Panel Consumers Will Use in 1914

This information is shown in our service of veneer and panel consumers' requirements lists—complete according to 1914 requirements.

The information contained is all first hand and guaranteed to be authentic. It gives all details that you want to know on which to base an intelligent quotation.

It would cost you thousands of dollars and years of work to compile the same information—we know because that is what it cost us. You can have it for 1% of its real cost.

As its best use is while it is fresh and it costs only two cents to write, drop us a line today and let us give you the details.

HARDWOOD RECORD, CHICAGO, ILL.

# To Interior Finish Manufacturers

**¶ American Black Walnut** is being given prominence in the construction of many notable interiors. The new Marshall Field building in Chicago, the Union Depot in Kansas City, the home office building of the Northwestern Mutual Life in Milwaukee, are only a few typical examples of the use of this wood in quantity. Why not help along the movement by suggesting to architects and owners in your territory the advisability of using **American Black Walnut?** It is to your advantage as well as ours. Note the big stocks, ready to ship, on hand today:

## GEO. W. HARTZELL
### PIQUA, OHIO

WALNUT

| 1ST & 2NDS | | NO. 1 COMMON | |
|---|---|---|---|
| 5/8" | 9,000′ | 5/8" | 5,000′ |
| 5/4" | 21,000′ | 5/4" | 15,000′ |
| 4/4" | 18,000′ | 4/4" | 99,000′ |
| 5/4" | 37,000′ | 5/4" | 28,000′ |
| 6/4" | 28,000′ | 6/4" | 33,000′ |
| 8/4" | 37,000′ | 8/4" | 40,000′ |
| 10/4" | 29,000′ | 10/4" | 8,000′ |
| 12/4" | 17,000′ | 12/4" | 4,000′ |
| 16/4" | 7,000′ | 16/4" | 1,000′ |

4/4" Clear-face 6" & up wide, 35,000′
3/4"-16/4" Figured Boards and Panels, 15,000′

VENEERS

Good assortment of Figured Butts, Long Figured Wood and Plain Wood ready for immediate shipment

## PICKREL WALNUT COMPANY
### ST. LOUIS, MISSOURI

WALNUT

| 1ST & 2NDS | | NO. 1 COMMON | |
|---|---|---|---|
| 1/2" | 22,000′ | 3/4" | 25,000′ |
| 5/8" | 18,000′ | 4/4" | 98,000′ |
| 3/4" | 30,000′ | 5/4" | 18,000′ |
| 4/4" | 110,000′ | 6/4" | 16,000′ |
| 5/4" | 20,000′ | 8/4" | 22,000′ |
| 6/4" | 25,000′ | 10/4" | 10,000′ |
| 8/4" | 12,000′ | 12/4" | 8,000′ |
| 10/4" | 10,000′ | 5/8" | 30,000′ |

NO. 2 COMMON

| | | | |
|---|---|---|---|
| 4/4" | 60,000′ | 6/4" | 18,000′ |
| 5/4" | 10,000′ | 8/4" | 12,000′ |

VENEERS

2,000,000′ FIGURED WALNUT VENEERS IN LONG AND BUTT WOOD READY FOR SHIPMENT. PLAIN WOOD CUT TO ORDER.

## H. A. McCOWEN & COMPANY
### SALEM, INDIANA

WALNUT

| | | | |
|---|---|---|---|
| 5/8" 1st & 2nds | 110,000′ | 8/4" 1st & 2nds | 41,000′ |
| 3/4" 1st & 2nds | 132,000′ | 10/4" 1st & 2nds | 7,000′ |
| 4/4" 1st & 2nds | 292,000′ | 10/4" 1st & 2nds | 3,500′ |
| 5/4" 1st & 2nds | 82,000′ | 12/4" 1st & 2nds | 7,000′ |
| 6/4" 1st & 2nds | 46,000′ | 16/4" 1st & 2nds | 3,200′ |

COMMON WALNUT

| | | | |
|---|---|---|---|
| 4/4" No. 1 | 420,000′ | 9/4" No. 1 | 4,000′ |
| 5/4" No. 1 | 110,000′ | 10/4" No. 1 | 3,000′ |
| 6/4" No. 1 | 89,000′ | 12/4" No. 1 | 3,000′ |
| 8/4" No. 1 | 62,000′ | 16/4" No. 1 | 1,200′ |

All thicknesses in No. 2 Common.

## FRANK PURCELL
### KANSAS CITY, MISSOURI

PRIME
Walnut Logs
FOR EXPORT

Figured Walnut Logs

Figured Walnut Butts

## SANDERS & EGBERT COMPANY
### GOSHEN, INDIANA

WALNUT

1ST AND 2NDS

| | | | |
|---|---|---|---|
| 1/2" | 36,000′ | 5/4" | 10,200′ |
| 5/8" | 42,500′ | 6/4" | 6,000′ |
| 3/4" | 56,000′ | 8/4" | 14,600′ |
| 4/4" 7-9" | 4,500′ | 10/4" | 2,700′ |
| 4/4" | 11,300′ | 4/4" Clear Face | 25,000′ |
| 4/4" 12" & up | 3,700′ | 4/4" 10" & up Shorts | 11,700′ |

NO. 1 COMMON

| | | | |
|---|---|---|---|
| 1/2" | 18,000′ | 5/4" | 17,500′ |
| 5/8" | 10,500′ | 6/4" | 2,700′ |
| 3/4" | 8,000′ | 8/4" | 27,300′ |
| 4/4" | 28,500′ | | |

NO. 2 COMMON

| | | | |
|---|---|---|---|
| 1/2" | 2,500′ | 4/4" | 29,000′ |
| 5/8" | 5,500′ | 5/4" | 4,300′ |
| 3/4" | 12,500′ | 4/4" Shorts | 16,500′ |
| 3/4" Sappa | 5,000′ | | |

## PENROD WALNUT & VENEER CO.
### KANSAS CITY, MISSOURI

WALNUT

| 1ST & 2NDS | | NO. 1 COMMON | |
|---|---|---|---|
| 5/8" | 40,000′ | 5/8" | 38,000′ |
| 3/4" | 49,000′ | 3/4" | 50,000′ |
| 4/4" | 73,000′ | 4/4" | 240,000′ |
| 5/4" | 18,000′ | 5/4" | 30,000′ |
| 6/4" | 16,000′ | 6/4" | 14,000′ |
| 8/4" | 14,000′ | 8/4" | 8,000′ |
| 10/4" | 1,800′ | 10/4" | 3,000′ |

All thicknesses in No. 2 Common KRAETZER CURED LUMBER in stock ready for shipment. THREE MILLION FEET of Figured Walnut Butt Veneers and TWO MILLION FEET of Figured Walnut Long Veneers.

We furnish Plain Walnut Veneers any thickness—cut to size.

## THEODOR FRANCKE ERBEN, G. m. b. H.
### CINCINNATI, OHIO

1ST & 2NDS WALNUT

| | | | |
|---|---|---|---|
| 3/8" | 28,000′ | 5/4" | 24,000′ |
| 1/2" | 140,000′ | 6/4" | 24,000′ |
| 5/8" | 180,000′ | 8/4" | 44,000′ |
| 3/4" | 110,000′ | 10/4" | 4,000′ |
| 4/4" | 96,000′ | 12/4" | 6,000′ |

NO. 1 COMMON WALNUT

| | | | |
|---|---|---|---|
| 3/8" | 8,000′ | 5/4" | 25,000′ |
| 1/2" | 92,000′ | 6/4" | 40,000′ |
| 5/8" | 56,000′ | 8/4" | 51,000′ |
| 3/4" | 92,000′ | 10-12/4" | 4,000′ |
| 4/4" | 120,000′ | | |

NO. 2 COMMON WALNUT

| | | | |
|---|---|---|---|
| 3/4" | 23,000′ | 5/4-8/4" | 60,000′ |
| 4/4" | 50,000′ | | |

## EAST ST. LOUIS WALNUT CO.
### EAST ST. LOUIS, ILLINOIS

| 1ST & 2NDS WALNUT | | NO. 1 COMMON WALNUT | |
|---|---|---|---|
| 3/8" | 50,000′ | 3/8" | 50,000′ |
| 1/2" | 110,000′ | 1/2" | 30,000′ |
| 5/8" | 160,000′ | 5/8" | 85,000′ |
| 3/4" | 135,000′ | 3/4" | 150,000′ |
| 4/4" | 98,000′ | 4/4" | 220,000′ |
| 5/4" | 72,000′ | 5/4" | 46,000′ |
| 6/4" | 24,000′ | 6/4" | 31,000′ |
| 8/4" | 21,000′ | 8/4" | 15,000′ |
| 10/4" | 6,000′ | 10/4" | 2,000′ |
| 12/4" | 12,000′ | 12/4" | 9,000′ |

## Penrod Walnut & Veneer Co.

**Mills, Kansas City and Helena, Ark.**

Address all inquiries to

**General Offices**

**KANSAS CITY, MO.**

**Kansas City Plant**

**Exclusively**

**WALNUT**

American and Circassian Figured and Plain VENEERS and LUMBER

**Helena, Ark., Plant**

**Exclusively**

**Rotary Cut Veneers**

Oak, Ash
Red Gum, Elm
Poplar
Cypress
Yellow Pine
DRY AND FLAT
LATHES UP TO 104"

## PENROD-JURDEN-McCOWEN LUMBER COMPANY

**Band Mills & Offices: Brasfield, Ark.**

Ready for immediate shipment

RED GUM

| QUARTERED | PLAIN |
|---|---|
| 2 cars 4/4" 1s and 2s. | 3 cars 4/4" 1s and 2s. |
| 1 car 5/4" 1s and 2s. | 2 cars 5/4" 1s and 2s. |
| 1 car 6/4" 1s and 2s. | 1 car 6/4" 1s and 2s. |
| 2 cars 8/4" 1s and 2s. | 3 cars 8/4" 1s and 2s. |
| | 1 car 10/4" 1s and 2s. |
| 3 cars 4/4" No. 1 Com. | 3 cars 4/4" No. 1 Com. |
| 1 car 5/4" No. 1 Com. | 2 cars 5/4" No. 1 Com. |
| 1 car 6/4" No. 1 Com. | 2 cars 6/4" No. 1 Com. |
| 2 cars 8/4" No. 1 Com. | 3 cars 8/4" No. 1 Com. |
| | 2 cars 10/4" No. 1 Com. |

**The Famous Cache River Red Gum**

**Band Sawn—Dry—Flat**

Plain and Quarter Sawn Red and White Oak always in stock

It requires some investment to insure a constant supply of logs for your mill through the purchase of Clyde Self-Propelling Logging Machinery

But remember,

**You pay more and you keep on paying for the skidders and loaders you don't buy.**

Now this fact is susceptible of PROOF and we are going to ask you to make us prove it to you.

**CLYDE IRON WORKS**

Manufacturers of Machines for EVERY Logging Operation

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*"Great Port of the Northwest"*

CLYDE

# NASHVILLE

## THE LOGICAL PLACE TO BUY HARDWOODS

THE following is a list of stocks offered to the consuming trade by the hardwood lumbermen of Nashville. The character of the timber from which Nashville hardwood men secure their stocks places them in a peculiarly strong position as far as quality of lumber is concerned. Nashville lumbermen have always been noted for their strict adherence to all terms of sale, and in short have an enviable reputation for making good both as to the quality of lumber and as to grading.

The members of the Nashville hardwood trade solicit your attention to these facts and an opportunity of demonstrating their truthfulness.

### MORFORD LUMBER CO.

42,000 ft. 4/4 1s & 2s Pl. Red Oak.
24,000 ft. 4/4 No. 1 Common Plain Red Oak.
12,000 ft. 5/4 1s & 2s Pl. Red Oak.
14,000 ft. 8/4 1s & 2s Pl. Red Oak.
64,000 ft. 4/4 1s & 2s Pl. Wh. Oak.
35,000 ft. 4/4 No. 1 Common Plain White Oak.
8,000 ft. 5/4 1s & 2s Pl. Wh. Oak.
4,000 ft. 5/4 No. 1 Common Plain White Oak.
15,000 ft. 4/4 1s and 2s Qtd. White Oak.
1 car of 10/4 and 12/4 No. 1 Common and Better Ash.
1 car of 5/4 No. 1 Common Poplar.
1 car of 4/4 11" and 12" Poplar Box Boards.

### BAKER, JACOBS & COMPANY

3,100 ft. 1" 1s and 2s Poplar, 24" and up.
9,500 ft. 1" 1s and 2s Poplar, 18" to 23".
15,000 ft. 1" 1s & 2s Poplar, regular.
12,000 ft. 1" Sap Poplar.
14,000 ft. 1" No. 1 Common Poplar.
16,000 ft. 5/4 No. 1 Com. Poplar.
40,000 ft. 6/4 No. 1 Com. Poplar.
16,000 ft. 8/4 1s and 2s Poplar.
60,000 ft. 1" 1s and 2s Qtd. White Oak.
20,000 ft. 1" 1s and 2s Plain White Oak.
2,400 ft. 1" 1s and 2s Qtd. White Oak, 14" and up.

### TENNESSEE OAK FLOORING CO.

3 cars 4/4 1s and 2s Plain White Oak.
20 cars 4/4 1s and 2s Plain Red Oak.
10 cars 4/4 No. 1 Common Plain Red Oak.
8 cars 4/4 No. 1 Common Plain White Oak.
10 cars 4/4 No. 2 Common Plain Red Oak.
5 cars 4/4 No. 2 Common Plain White Oak.
1 car 4/4 Clear Plain R. and W. O. Strips, 2½-5½-inch.
2 cars 4/4 Common Plain R. and W. O. Strips, 2½-5½-inch.
2 cars 4/4 1s and 2s Quartered White Oak.
10 cars 4/4 No. 1 Common Quartered White Oak.
1 car 5/4 10-inch and wider, 1s and 2s Plain Red Oak.
1 car 6/4 10-inch and wider, 1s and 2s Plain Red Oak.
3 cars 8/4 1s and 2s Plain Red Oak.
2 cars 8/4 No. 1 Common Plain Red Oak.
1 car 6/4 1s and 2s Plain Red Oak.
1 car 6/4 No. 1 Common Plain Red Oak.

### THE DAVIDSON, HICKS & GREENE COMPANY

40,000 ft. 4/4 1s and 2s Plain White Oak
20,000 ft. 5/4 1s and 2s Plain Red Oak
15,000 ft. 5/4 No. 1 Plain Red Oak
50,000 ft. 4/4 1s and 2s Chestnut
25,000 ft. 6/4 1s and 2s Chestnut
30,000 ft. 4/4 No. 1 Common Chestnut
40,000 ft. 5/4 No. 1 Common Chestnut
12,000 ft. 8/4 No. 1 Common Chestnut
15,000 ft. 5/8 1s and 2s Poplar, 7" and up
30,000 ft. 4/4 1s and 2s Poplar, 7" and up
15,000 ft. 5/4 1s and 2s Poplar, 7" and up
20,000 ft. 6/4 1s and 2s Poplar, 7" and up
12,000 ft. 5/4 Sap Poplar, 5" and up
13,000 ft. 6/4 Sap Poplar, 5" and up
40,000 ft. 5/4 No. 1 Common Poplar, 5" and up
30,000 ft. 6/4 No. 1 Common Poplar, 5" and up

### NASHVILLE HARDWOOD FLOORING CO.

*A few items we are very anxious to to move at very low prices.*

OAK FLOORING

60,000' 3/8"x1½" Clear Plain White
150,000' 3/8"x2" Clear Plain White
200,000' 13-16" x 2¼" Clear Plain White
40,000' 3/8"x1½" Clear Plain Red
200,000' 3/8"x2" Clear Plain Red
200,000' 13-16" x 2¼" Clear Plain Red
70,000' 13-16" x 2¼" Clear Qtd. White
15,000' ½"x2" Clear Qtd. Red
30,000' 5/8"x2¼" Clear Qtd. Red
20,000' 13-16" x 2¼" Sap Clear Qtd. White

### FARRIS HARDWOOD LUMBER CO.

1 car 5/4 No. 2 Common Quartered White Oak
1 car 6/4 No. 2 Common Quartered White Oak
1 car 4/4 1s and 2s Poplar
10 cars 4/4 No. 1 Common Poplar
1 car 4/4 Sap and Select Poplar
1 car 4/4 No. 1 Common and Better Quartered Sycamore
1 car 4/4 No. 1 Common and Better Plain Sycamore

### JOHN B. RANSOM & CO.

SPECIAL LOT OF STOCK

100 M' 4/4 1s and 2s Plain White Oak
150 M' 4/4 No. 1 Common Plain White Oak
50 M' 4/4 No. 2 Common Plain White Oak
100 M' 4/4 No. 1 Common Plain Red Oak
50 M' 4/4 No. 2 Common Plain Red Oak
50 M' 4/4 No. 1 Common Qtd. White Oak
20 M' 12/4 1s and 2s Qtd. White Oak
5 M' 12/4 No. 1 Common Qtd. White Oak

# THE SOUTH

PROMINENT SOUTHERN MANUFACTURERS

## Band Sawn Hardwoods

WE PRODUCE OUR OWN STOCKS

Our Specialties: Cottonwood, Red and Sap Gum, Oak—plain and quartered, red and white, Three Ply Red Gum Panels.

*A Few Items We Want to Move:*

10 Cars 4/4"x 6" — 12" 1s & 2s and Cottonwood
5 Cars 4/4"x10" — 12" 1s & 2s and Cottonwood
5 Cars 4/4"x12" — 12" 1s & 2s and Cottonwood
10 Cars 4/4"x12" — 12" Unselected Log Boards
5 Cars 4/4"x 9" — 12" Unselected Log Boards
2 Cars 4/4"x 6" — 12" 1s & 2s and Cottonwood
2 Cars 5/4"x 6" — 12" 1s & 2s and Cottonwood
2 Cars 6/4"x 6" — 12" 1s & 2s and Cottonwood
1 Carload 8/4"x 6" & wider 1st & 2nds Plain White Oak
1 Carload 12/4"x 6" & wider 1st & 2nds Plain White Oak
1 Carload 8/4"x 6" & wider 1st & 2nds Plain White Oak
2 Cars 8/4"x 6" & wider 1st & 2nds Plain White Oak
2 Cars 4/4"x 6" & wider 1st & 2nds Plain White Oak
2 Cars 5/4" Log Run and Mixed
2 Cars 12/4" Log Run and Mixed
2 Cars 4/4"x 6" & wider 1st & 2nds Red Gum
2 Cars 12/4"x 6" & wider 1st & 2nds Red Gum
2 Cars 5/4"x 6" & wider 1st & 2nds Red Gum
2 Cars 8/4"x 6" & wider 1st & 2nds Red Gum
7 Cars 4/4"x 6" & wider 1st & 2nds Red Gum
2 Cars 5/4"x 6" & wider 1st & 2nds Red Gum
2 Cars 8/4"x 6" & wider 1st & 2nds Red Gum
1 Car 4/4"x 6" & wider 1st & 2nds Red Gum
1 Car 8/4"x 6" & wider 1st & 2nds Red Gum
1 Car 8/4"x 4" & wider No. 1 Com. Red Gum.
1 Car 5/8"x 4" & wider No. 1 Com. Red Gum.
1 Car 3/4"x 4" & wider No. 1 Com. Red Gum.
6 Cars 4/4"x 4" & wider No. 1 Com. Red Gum.
2 Cars 5/4"x 4" & wider No. 1 Com. Red Gum.
1 Car 6/4"x 4" & wider No. 1 Com. Red Gum.
2 Cars 8/4"x 6" & wider 1st & 2nds Sap Gum.
3 Cars 3/4"x 6" & wider 1st & 2nds Sap Gum.
3 Cars 4/4 No. 1 Com. Sap Gum
5 Cars 6/4 Log Run Plain Sap Gum.
6 Cars 8/4" 1st & 2nds Plain, Log Oak.
8 Cars 4/4" 1st & 2nds Plain Red Oak
2 Cars 5/4" 1st & 2nds Plain Red Oak
7 Cars 4/4" 1st & 2nds Plain, Red Oak

WRITE US FOR PRICES

**ANDERSON-TULLY COMPANY, Memphis, Tenn.**

BOX SHOOKS AND VENEERS

100M 4/4 1s & 2s Quartered White Oak
75M 4/4 No. 1 Com. Quartered White Oak
12M 4/4 No. 2 Com. Quartered White Oak
40M 8/4 1s & 2s Quartered White Oak
50M 4/4 1s & 2s Plain Red Oak
100M 4/4 No. 1 Common Plain Red Oak
25M 4/4 No. 2 Common Plain Red Oak
100M 4/4 No. 1 Common Plain White Oak
25M 4/4 No. 2 Common Plain White Oak
25M 4/4 1s & 2s Sap Gum
50M 4/4 No. 1 Common Sap Gum
50M 4/4 No. 2 Common Sap Gum

Band Sawed Stock Dry and Ready for Immediate Shipment. Your Inquiries Solicited

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SUCCESSORS:

VARNER LAND & LUMBER COMPANY

**Geridge, Lonoke Co., Ark.**

## Carolina Spruce Company

OFFERS FOR SALE

Two cars 8/4 common and better Basswood
One car 4/4 1st and 2nd Basswood
Three cars 4/4 No. 2 common Basswood
Two cars 4/4 No. 3 common Basswood
Two cars 5/4 common and better Chestnut
Three cars 8/4 common and better Chestnut
Three cars 8/4 common and better Red Oak
Four cars 4/4 common and better Red Oak
Two cars 4/4 No. 2 common Red Oak

BAND SAWN STOCK

Mills: Pensacola, N. C. Capacity, 90,000 ft. per day

Charles K. Parry & Co. Sole Selling Agents Land Title Building Philadelphia

## Salt Lick Lumber Co.

SALT LICK . . . KENTUCKY

MANUFACTURERS OF

Eureka Oak Flooring

Complete stock of 3/8" and 13/16" in all standard widths

When You Need 4/4 to 8/4 { SAP GUM PLAIN & QTD. OAK CYPRESS OR COTTONWOOD } Try Us for Good Grades

**The Johnson-Tustin Lumber Company**

306 RANDOLPH BUILDING, MEMPHIS, TENN.

TWO SPECIALTIES

FINELY FIGURED QUARTERED RED GUM FOR MAHOGANY OR CIRCASSIAN FINISH AND
FINELY FIGURED EVEN COLOR QUARTER-SAWN WHITE OAK

Write for our booklet how to take care of gum to obtain best results as cabinet wood

G. H. EVANS LUMBER COMPANY, Chattanooga, Tennessee

## SECURE BETTER PRICES

AT LESS SELLING COST BY REACHING MORE CUSTOMERS. HARDWOOD RECORD PUTS YOU BEFORE THEM ALL TWICE A MONTH. ASK US ABOUT IT.

## UNIFORM OAK
## UNIFORM WHITE COLOR
## UNIFORM SOFT TEXTURE

Cut from our own tract of timber of 100,000 acres, by our own mills under our own personal supervision. We cut 200,000 feet of lumber every day.

SEND US YOUR *INQUIRIES*

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YARDS: Cincinnati, O. Detroit, Mich. Rochester, N. Y. Brooklyn, N. Y.

CINCINNATI, O.

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West Virginia, Mississippi, Arkansas & Kentucky

12,000,000 ft. High Grade West Virginia and Southern Hardwoods in stock at all times.

Shipments made direct from our own yards and mills in straight or mixed cars.

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Is now used by more than a thousand lumber producers and buyers.

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*"Written in the Lumberman's Language"*

¶ It tells all there is to know about every commercial tree in the United States, and

¶ You can rely absolutely upon its technical correctness in every detail.

¶ We have left a few hundred copies of this beautifully bound edition after a very satisfactory sale and

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Price, prepaid, six dollars.

**HARDWOOD RECORD**
**537 South Dearborn St., Chicago, Illinois**

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THE LARGEST PRODUCING CENTER OF MICHIGAN HARDWOOD

## LOWER PENINSULA HARD MAPLE

## When You Think This, Think Bay City

| | |
|---|---|
| 300M | 4/4 1sts & 2nds Hard Maple |
| 700M | 4/4 No. 1 Common Hard Maple |
| 55M | 6/4 No. 1 Common Hard Maple |
| 500M | 4/4 No. 3 Common Hard Maple |
| 500M | 4/4 No. 2 Com. & Better Hard Maple |
| 125M | 5/4 No. 2 Common & Better Beech |
| 100M | 4/4 1sts & 2nds Basswood |
| 100M | 4/4 No. 1 Common Basswood |
| 75M | 4/4 No. 2 Common Basswood |

**Richardson Lumber Company**

| | |
|---|---|
| 150M ft. | 4/4 1st & 2nd Maple |
| 40M ft. | 5/4 1st & 2nd Maple |
| 150M ft. | 4/4 No. 2 Common Maple |
| 500M ft. | 5/4 No. 2 Common Maple |
| 20M ft. | 6/4 No. 2 Common Maple |
| 40M ft. | 4/4 1st & 2nd Birch |
| 40M ft. | 4/4 No. 2 Common Birch |
| 10M ft. | 6/4 No. 2 Common Birch |
| 50M ft. | 5/4 1st & 2nd Basswood |
| 1700 ft. | 4/4 1sts & 2nds Basswood 12" and wider |
| 400M ft. | 5/4 No. 2 Common & Better Beech |
| 500M ft. | 6/4 No. 2 Common & Better Beech |
| 40M ft. | 8/4 No. 2 Common & Better Beech |
| 150M ft. | 6/4 No. 3 Common Beech |
| 100M ft. | 6/4 No. 3 Common Elm |
| 50M ft. | 4/4 No. 3 Common & Better White Pine |

**The Kneeland-Bigelow Company**

**HARD MAPLE**

| | |
|---|---|
| 16/4 1s & 2s, 8" and up | 124,200 ft. |
| 16/4 No. 1 Com. | 34,700 ft. |
| 16/4 No. 2 C & B, 4 to 7" wide | 9,000 ft. |
| 12/4 1s & 2s, 8" and up | 202,800 ft. |
| 12/4 No. 1 Com. | 26,000 ft. |
| 10/4 1s & 2s, 8" and up | 163,200 ft. |
| 8/4 1s & 2s, 8" and up | 180,200 ft. |
| 8/4 No. 1 Com., 8" and up | 8,200 ft. |
| 8/4 heart culls | 72,000 ft. |
| 6/4 1s & 2s, 8" and up | 286,000 ft. |
| 5/4 1s & 2s, 8" and up | 166,800 ft. |
| 5/4 Birds' Eye | 920 ft. |
| 4/4 Bird's Eye | 480 ft. |
| 4/4 White | 97,500 ft. |
| 4/4 1s & 2s, 8" and up | 630,000 ft. |
| 4/4 Heart culls | 61,250 ft. |
| 4/4 Plank trim | 37,000 ft. |

**BIRCH**

| | |
|---|---|
| 5/4 No. 2 C & B | 6,200 ft. |
| 5/4 No. 3 Com. | 3,000 ft. |
| 4/4 No. 1 Com. | 52,000 ft. |
| 4/4 No. 2 C & B | 180,200 ft. |
| 4/4 No. 2 Com. | 28,000 ft. |
| 4/4 No. 3 Com. | 93,500 ft. |

**BEECH**

| | |
|---|---|
| 6/4 No. 2 C & B | 25,000 ft. |
| 6/4 No. 3 Com. | 68,000 ft. |
| 5/4 No. 2 C & B | 109,000 ft. |
| 5/4 No. 3 Com. | 51,000 ft. |
| 4/4 No. 1 C & B | 53,000 ft. |
| 4/4 No. 2 & 3 Com. | 859,000 ft. |
| 4/4 No. 3 Com. | 37,000 ft. |

**BASSWOOD**

| | |
|---|---|
| 4/4 No. 2 C & B | 146,000 ft. |
| 4/4 No. 3 Com. | 30,000 ft. |

**ELM**

| | |
|---|---|
| 4/4 Full cut | 26,000 ft. |

**ASH**

| | |
|---|---|
| 4/4 Full cut | 18,000 ft. |

**CHERRY**

| | |
|---|---|
| 4/4 Full cut | 1,600 ft. |

**OAK**

| | |
|---|---|
| 4/4 Full cut | 6,000 ft. |

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SUBSCRIPTION TERMS: In the United States and its possessions, and Canada, $2.00 the year; in foreign countries, $3.00 extra postage.

In conformity with the rules of the postoffice department, subscriptions are payable in advance, and in default of written orders to the contrary, are continued at our option.

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Entered as second class matter May 26, 1902, at the postoffice at Chicago, Ill., under act of March 3, 1879.



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CHICAGO

# Hardwood Record

Published in the Interest of the American Hardwood Forests, the Products thereof, and Logging, Saw Mill and Wood-Working Machinery, on the 10th and 25th of each Month, by

THE HARDWOOD COMPANY

Edgar H. Defebaugh, President
Edwin W. Meeker, Managing Editor
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Entire Seventh Floor Ellsworth Building
537 So. Dearborn Street, CHICAGO
Telephones: Harrison 8086-8087-8088

Vol. XXXVIII CHICAGO, SEPTEMBER 25, 1914 No. 11

## Review and Outlook

### General Market Conditions

THE STRENGTH OF THE ALLIED FLEETS and the strong financial condition with Great Britain have made possible a slight re-opening of export business from southern ports within the last ten days. Three concerns have exported orders of considerable size on new business within this period, and a quantity of stock has been shipped on old orders. While none of this new business has been transacted with private parties but with the government for use in necessary construction work, it is a good omen, and will probably lead to a still further broadening out of demand, at least approaching more normal conditions.

Of course sales in the English market total but a small per cent of all sales abroad, still they are of very considerable consequence and with the opportunities presented of shipments of magnitude, quite a little relief will be felt.

It is not urged that it will be good policy to resume general shipments even if possible, but under favorable circumstances this business is desirable and will help relieve the situation very materially.

The general financial situation of the country seems to be somewhat eased, and there is a reasonable prospect that following the drastic course adopted by Secretary McAdoo, the banks will be compelled to show a more patriotic and lenient policy regarding legitimate credits and interest rates. There is absolutely no reason why the financial situation of the country should not be about normal and, if money were obtainable under normal conditions, there would without question be a very strong uplift in the general construction work, and the consequent renewal of demand for lumber products. This action would be reflected favorably upon hardwoods as well as the general run of building lumber, as an improvement in one line is necessarily favorably felt by others.

A very noticeable change in the last couple of weeks is the gradual but easily perceptible adjustment of conditions in this country to prevailing circumstances. The consummation of that change is all that is necessary to create general prosperity when once the banks have demonstrated that they can operate with as much regard for the welfare of the country as for their own selfish purposes. The course of readjustment is necessarily slow, but its completion is nevertheless an assured fact, and can be contemplated with the full belief in the benefits which will accrue.

While reports from certain hardwood sections have been slightly more favorable within the last week, it is hardly probable that this indicates anything of a real definite or stable nature. It is very likely probable that these reports are due to co-incident circumstances, that is, it probably merely happens that buyers in different lines have co-incidentally placed orders for varying amounts of lumber at about the same time. The result would naturally be that sellers would look upon this occurrence as indicative of opening up of general demand, while it might be merely a co-incidence and the orders grouped rather than strung out as heretofore.

It may not be truthfully said that anything further than a hand-to-mouth buying policy is evident in any section, although the situation in the West is stronger, and more confidence is seen than in the eastern markets, which are closer to the fickle financial centers. This of course is true during any period of depression and is necessarily so at this time.

The buying is about evenly distributed between the yard and factory trade, but both are continuing to place their orders only as necessity demands and are still doing considerable shopping. However, this has not resulted in any further break in prices.

The trade in general is to be congratulated upon its wise and unselfish policy of holding lumber rather than sacrificing it as a general thing at ridiculous figures. This does not mean, of course, that there is no lumber sold without profit as there are very considerable quantities sold every day at prices which, if continued, would precipitate the concerns so disposing of their stock into bankruptcy. However, such circumstances are not general and are probably the result of particularly drastic conditions which face the individuals in question, which must be met in this way.

Railroads have not yet gotten fully back into the buying market, and in fact are not doing very much more in this line than they have been for several months past. Their recent appeal to the president to re-open the five per cent increase case is probably but an excuse for their continuing to remain out of the market, although this policy might indicate that they actually feel the pinch of necessity and are making this latter move as a last resort in order to provide really necessary funds.

Building operations are still held up to a very considerable extent by the inability to secure sufficient credit from the banks or sufficient cash at reasonable rates of interest, but there is nevertheless a very satisfactory volume of business now going on and being planned.

In the meantime mill trade is curtailing its output very generally, and there seems an entire likelihood that mills will go through the winter with badly broken stocks, which will unquestionably result in strong prices before the winter is very far advanced.

It does not seem that sufficient importance has been attached to the remarkable grain crops and the probable stiff prices to be realized, as far as the effect of this condition on the country's general prosperity is concerned. The remote position of the farmers makes it seem to the average individual, that even though they are well supplied with money their prosperity can not result very favorably upon the country at large. This, however, is an erroneous idea as the effect of

## The Cover Picture

MT. MITCHELL IS THE HIGHEST POINT in the [illegible] east of the Mississippi river. It had long been known to scientific men, to mountaineers, and to a few wanderers who passed through the part of North Carolina where that mountain [illegible] but it was not generally known, and until a few years ago there was little general interest in the mountains and its surroundings.

Circumstances are now producing a change, and the Mt. Mitchell region is becoming more widely known. The chief cause of this change is the purchase and organization of a national forest there by the United States government, under the administration of the Forest Service. This has called public attention to that part of the southern Appalachian ranges. It has done more than that. Access to the scenic portions of the mountains has been made easier by the trails and roads which the government has built for the purpose of carrying supplies to the rangers who have charge of the forests. All such paths and roads are open to the public, and many people now go there who before would not think of doing it.

The picture carried on the front cover of this issue of HARDWOOD RECORD does not show the mountain itself, but one of the roads leading to it. The appearance of the bit of highway shown in the picture does not indicate that it is one of those built recently by the Forest Service, but rather one of those old, rough, dreamy country highways which were built too long ago for any living man to remember, and over which generations after generations of mountaineers have come and gone in the transaction of their local affairs.

Roads like this may be lonesome, but they are interesting, where they wind up grade and down, and mile after mile through forests with scarcely a tree missing. It is a hardwood belt, and, by the way, it is part of the largest hardwood belt in the United States, and in size it is surpassed by only one known belt in the universe—the belt of Jupiter.

The picture is a summer scene, at the full of the leaf. The tree crowns are luxuriant. That was probably in July. At the present season, late in September, the autumn colors have come, and the Mt. Mitchell forests are decked in surpassing glory. The green has gone, and red, scarlet, and crimson predominate, but there are tints and shades of every tone known to the artists, and hundreds of others which even Turner never caught because he never saw them—he was never among the mountains of North Carolina.

## Opportunities and Responsibilities

ONE VERY IMPORTANT POINT a [illegible] should be borne constantly in mind by all persons who are planning to increase their exports to foreign countries, namely, that goods are paid for with goods, and not with money. That is the law in its broad application. There are minor exceptions and exclusions. If we sell products in a foreign country we must buy from that country products of nearly the same value, or the trade cannot long continue. Reduced to its simplest terms, foreign commerce is a swap. If we, as a country, sell more than we buy, the balance of trade is said to be in our favor, and the foreign country pays the difference in money; if we sell less than we buy, we pay the difference in money; but if our sales to and our purchases from that country are of equal value, it is an even exchange, and no money is needed in the transaction.

It is well to keep this in mind while looking to find markets for our [illegible] products in foreign countries. The United States has little. No large business can be built up and long maintained with such a country. It cannot afford to pay cash in large amounts year after year to balance accounts. England's wealth was made principally by purchasing raw material from other countries and selling them the finished product after manufacture. It was the profit on manufacturing which made England rich. Balances of trade, too, have generally been in its favor, and this has assured a constantly inflowing stream of money which in course of time accumulated in large sums.

Just now United States manufacturers are scanning the whole world for markets, to make up losses caused by the European war. It is proper to do this; but the campaign for markets must include buying as well as selling. Other peoples cannot trade with us on an adequate scale unless we buy what they have to sell—that is, exchange products with them, swap what we have to spare for what they have to spare.

Take a concrete case. South America is a favorite field now for trade hunters. Some persons, who do not understand the underlying natural laws of trade, suppose that since Germany is now so unfortunately situated that it must temporarily give up its South American business, all we have to do is to furnish the articles and step in and take Germany's trade in the continent to the south of us. We will have a great deal more to do than simply step in before we take Germany's trade in South America. We must not only sell what Germany sold there, but we must buy what Germany bought there. Are we prepared to do that? If not, it is idle to count on any great expansion of trade in that direction by capturing what Germany had. In 1912 Germany sold in South America goods worth $166,820,000. Its purchases were approximately the same. Can we increase our purchases there by that amount? If not, we cannot get that trade.

Doubtless great opportunities to extend foreign trade are now open to the people of the United States; but let no person be deceived into believing that opportunities and responsibilities do not go hand in hand, or that we can sell our products without buying something of approximately equal value in return. If we sell lumber in Greece, we must buy Greek currants; if we sell furniture in Argentina, we must purchase hides in that country; if we sell tea boxes in China, we must take our pay in tea; if we sell garden tools at Tampico, Mexico, we must be prepared to buy the early tomatoes grown there. Thus it is everywhere. Foreign trade, considered as a whole, is a swap. We could sell a thousand barrels of gum drops a year to the Eskimos but for the fact that they have nothing to sell to us in return, and cannot pay for our product. If they could increase their catch of walrus teeth, the trade could be consummated. Thus it is the world over.

## Unfair and Unpatriotic

INASMUCH AS PATRIOTISM CONSISTS PRIMARILY in doing unselfishly that which is to the best interests of the country at large, the attitude of the bankers practically throughout the country is to be severely censured. The opinion is pretty freely expressed and has been for some time, that the banks instead of doing their utmost during the present trying times to assist legitimate industry and business, have been withholding credit and where money is loaned have been charging such rates of interest that new developments have been seriously restricted.

It can be readily appreciated that in the adjustment of conditions in this country to meet new requirements and developments calling for the production of new materials, new articles of commerce, there will be an excessive interest created in founding new industries which will result in the awakening of activity in a variety of lines intended to meet the demand which heretofore has been filled by manufacturers in foreign countries. Of course the essential thing in a development of this character will be ample credit and ready resources to meet obligations incidental to the opening of any new enterprise.

That the bankers have been in a position to be of great assistance goes without saying. There has been plenty of money available

through normal channels, and the position of the government at the beginning of the hostilities announced its intention of standing behind the banks to a good degree. Therefore there was absolutely no legitimate reason for the withholding of legitimate credits or for the charging of excessive interest. It has appeared for some time that this policy of the banks has been inspired more by a desire to hold money for speculation in the future when they consider it will be even more needed than at present, rather than to relieve the situation by getting behind the wheel and pushing with the rest.

Aside from the indirect effect which necessarily results from the disruption of the regular channels of commerce, there is no reason for the present tightness of money, which is so clearly shown in the very meager collections in all quarters.

Secretary McAdoo has fully appreciated the significance of the bankers' attitude and has adopted stringent measures to overcome this policy as much as possible. A few days ago he telegraphed the ten national banks in the four reserve cities in the South that their request for additional crop moving funds from the government would not be granted at this time, and made it clear that his action was taken in consequence of reports of excessive interest rates and restriction of credits. Mr. McAdoo emphatically criticizes the withholding of money which is revealed in the reports of the comptroller of the currency, and states definitely and emphatically that the policy is contrary to public interests, is indefensible from any point of view, and is not inspired by any necessity or any occasion whatever. As a remedy he states he will begin issuing a daily list of banks which are hoarding money by maintaining excessive reserves, in order that the country may know how they are performing their public duties. What this means is too plain to require explanation.

The secretary urges that such action on the part of the bankers not only hurts legitimate business, but tends to impair confidence and to injure business generally. He urges that if all the banks of the country will do their duty under the present conditions in extending legitimate credits, at reasonable rates of interest, the most serious of our difficulties will most promptly disappear.

This last statement is of more significance as it clearly shows the condition as expressed in the opinion of a man who is in imminent position to know what he is talking about.

HARDWOOD RECORD has urged for some time that this condition was responsible for a considerable percentage of the business trouble in the country today, and that if the conditions could be remedied, business would resume a much more normal tone. It is extremely gratifying to have this opinion substantiated by Secretary McAdoo, and it would be even more gratifying to note the good effects of his stringent action. That he intends to follow the official announcement up closely and drastically is absolutely assured. There is also a reasonable assurance that if he does so the good effects will be felt very shortly on the business situation throughout the country.

## Don't Miss This Opportunity

THE USUAL PREFIX to any boast or self commendation is "I don't want to blow my own horn, but——." HARDWOOD RECORD will not indulge in this prefix, but will state frankly and directly that it believes it has really accomplished something in compiling the series of articles which began in the issue of August 25, last, entitled "World Markets for American Lumber."

HARDWOOD RECORD is perfectly willing to blow its own horn on this occasion, as it feels that the reception of this series of articles amply warrants calling the attention of those of our readers who have not followed the stories and who are in a position to benefit, to the information to be presented.

The best indication of a favorable reception of the series comes from conversation with a Forest Service official who has to do with the issuance of the government literature referred to in the first of the series. According to this man the consequence of that story was that the government's stock of these pamphlets was very nearly exhausted within two weeks after the publication of the issue of August 25.

HARDWOOD RECORD wants to urge that any concern or individual who is in a position to profit by information regarding the export possibilities in new fields, take advantage of the information contained in the tabulated list of government literature, and secure the necessary pamphlets and bulletins before the supply is entirely exhausted.

In planning this series of articles it seemed doubtful whether or not sufficient information would be available to make it a logical proposition. However, it was not long after the work was actually started before it developed that a tremendous amount of information was at hand, and in fact it was entirely possible to develop a series of articles that would give practically first-hand information, which would be fully as effective as could be the report of any individual making a personal investigation of the various foreign fields right on the ground.

The articles which have followed the introductory story, of which the third appears in this issue, have been fully as instructive and contain just as much valuable information. Of course, in compiling this series, HARDWOOD RECORD has done all it can to facilitate manufacturers of lumber and wood products in developing new export lines. It feels, however, that the opportunity is too great to overlook, and hence urges that anyone who is in a position to consider such new business and who has not followed the articles, give them his close attention in the future.

HARDWOOD RECORD will be very glad to send issues of August 25 and September 10 to any readers who did not analyze the articles appearing in those numbers, and have not saved those particular papers. The preservation of the stories through the entire series will give to any reader a remarkable collection of highly authentic information that would serve as a valuable trade adjunct under any circumstances, but would be particularly effective under present conditions.

If you are in a position to profit to any extent whatever from the opportunities offered in foreign countries not yet developed, don't overlook the opportunity presented by these stories.

## Railroads Appeal for Re-Opening of Rate Case

RAILROADS THROUGHOUT THE EASTERN CLASSIFICATION TERRITORY recently petitioned the Interstate Commerce Commission for the re-opening of the famous five per cent increase case, and have asked that the railroads be permitted to make effective the increases which the commission denied them in the decision which was handed down some time ago.

President Wilson by replying favorably to an appeal from the eastern roads asking for a new hearing, really opened the way for this latest move. The favorable reply of the President and of the commissioners is probably because of their realization that drastic changes in the commercial fabric of the country, resulting from the European troubles, necessitate readjustment of calculations upon which the recent decision was based.

Regardless of the justice or injustice of the last decision, it really seems that conditions have changed sufficiently to make further investigation the only fair course to pursue. Railroads maintain that the decision was not fair, and it may be that it was not. Nevertheless the railroads should be treated with the same justice that other lines of industry enjoy for the most part, and should be given an opportunity to prove whether or not there is a necessity for reconsideration of the decision owing to the present upheaval in business conditions.

It is not announced as yet definitely whether or not the commission will actually grant a rehearing. It is simply intimated that this seems probable on account of the appeal having actually been made, as it hardly seems likely that this would have occurred had the railroads not been given an intimation that their appeal would be favorably considered.

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A rumor was circulated the day this issue of HARDWOOD RECORD went to press to the effect that political exigencies had resulted in the recall of Franklin H. Smith and R. E. Simmons, who are just starting, after special appointment, to investigate lumber markets in Oriental and South American countries, respectively. The Department of Commerce assures HARDWOOD RECORD that this is absolutely not true and that there is now even greater need for the investigations than before.

# World Markets for American Lumber

[redacted]

THIRD ARTICLE

Editor's Note

[redacted]

South America is not at this time of great importance in the foreign lumber trade of the United States, yet it buys considerable quantities of certain kinds of forest products. It is one of the fields whose possibilities are attractive, and there is promise of development. Its peculiar physical features and its geographical situation place it in a class by itself, and call for special consideration.

Lumber shipped to the west coast of South America from the United States will follow two general routes, depending upon the region from which it is shipped. Supplies originating in California, Oregon and Washington will go south on the Pacific ocean from the point of origin to destination. The problem of transportation is as simple as it could be, and, considering the distance which the cargoes must go, the freight rates are very low. Most of the lumber which that part of South America now receives from the United States is from the Pacific coast. The kinds and quantities will be shown in another part of this article. The cargoes are carried distances ranging from 4500 to 9000 miles. There is no occasion to reship cargoes at any place between the point of origin on the northern coast to destination on the southern.

The timber which goes to South America from the Pacific coast of the United States is softwood. Little hardwood or none will ever go from the region. Our Pacific coast is an importer and not an exporter of hardwoods. But the west coast of the continent south of us needs, and will continue to need, hardwoods which the United States is in a position to furnish, either as logs or lumber, or in the manufactured form, as furniture, finish, vehicles, and agricultural implements. The hardwoods will originate in the eastern half of the United States, and most of the shipments to the west coast of South America will pass through the Panama Canal. The distance will be a little shorter than for shipments from the states of Oregon and Washington, but the difference in time will be offset by the tolls through the canal, and also by the rail shipments required to place the hardwoods at the Gulf shipping ports. Cargoes of hardwoods for southern Chile might pass through the Straits of Magellan, though it is not probable that many will take that route.

The West Coast

[redacted] west coast as a field for exports should not fail to acquaint himself with the peculiar character of the countries and its probable effect on demand. The region is a narrow ribbon 5000 miles long, and from a few miles to 400 or 500 in width. It lies between the Andes Mountains and the sea; but in several places commerce is beginning to cross the barrier to the eastern countries on the upper waters of rivers which flow to the Atlantic Ocean.

Some of that long narrow region [redacted] is absolutely a desert, in other parts the rainfall exceeds 100 inches yearly. In parts of southern Chile it is said there are 260 cloudy days a year; in portions of Peru the [redacted] days a year. On the southern part of the west coast is one of the worst in the world, the average temperature being little above freezing and the air consequently damp. Under the equator the heat and dryness are supreme. The mountains, which run parallel with the coast, are among the highest in the world, and many of the summits are crowned with perpetual snow. No rivers of large size empty into the Pacific Ocean from South America, because the distance from the summit of the mountains to the sea is too short for large rivers to form. Many [redacted] and partly west of the mountains, while Chile lies wholly west. They are trying to connect their dry coast districts with the rainy and fertile provinces which lie east of the ranges. There can be no great development until that is accomplished.

This is the general situation which the exporter of lumber must consider when he enters that market. Some of the conditions are unfavorable and discouraging; but others are full of promise, and on the whole it is a market well worth striving for. There is demand for forest products now, and the possibilities for the future are great. This can be brought out in detail by a separate inquiry into the present and prospective demand in each of the five west coast countries, Colombia, Ecuador, Peru, Bolivia and Chile. One of these, Bolivia, has no coast line.

Colombia

The most northly of the west coast states of South America is Colombia. It has a coast on the Caribbean Sea, as well as on the Pacific, and imports from the eastern portion of the United States can enter the country without passing through the Panama Canal. The country's area is 438,436 square miles, or nearly ten times that of Pennsylvania, and its population 5,031,850, which is considerably less than Pennsylvania's. Necessarily, there is much unoccupied land in the country and ample room for development. The ports are numerous on both coasts, but railroads are few for a country so large; and heavy freight, like lumber, is moved to the interior with difficulty. There are cable stations and wireless stations by which business may be transacted with foreign countries, but the rates are high. Mail is frequent between the seaports and the United States. Commercial travelers going to Colombia on business are taxed ten dollars a month, but permanent agencies pay only half that rate. Domestic telegraph rates are high.

The annual imports into Colombia from the United States amounted to $5,560,685 in 1913, and exports $4,728,540. The country buys more than it sells, in its trade with the United States. More than 2,000,000 feet annually of lumber are now sold to Colombia by firms in the United States, the items being as follows:

| | |
|---|---|
| Yellow pine | 1,814,000 feet |
| Hardwoods | 152,000 feet |
| White pine | 36,000 feet |
| Cypress | 14,000 feet |
| Oak | 4,000 feet |
| Sitka spruce | 2,000 feet |
| All other lumber | 60,000 feet |
| Total | 2,002,000 feet |

The origin of the yellow pine is not stated, but it doubtless was shipped chiefly from the Gulf ports. Douglas fir and Sitka spruce are from Oregon and Washington. The prices obtained for this lumber delivered at the point of destination are not given. Hardwoods make a good showing, for reasons being that Colombia does not use much, and the home supply is at present sufficient.

In addition to the foregoing lumber, the shipments from the United States into Colombia include the following:

| | |
|---|---|
| Round logs, feet | 13,095 |
| Sawed longleaf pine, feet | 50,000 |
| Railway ties | 24,780 |
| Shingles | 92,000 |
| Box shooks | 425 |
| Barrel shooks | 156 |
| Empty barrels | $ 210 |

[redacted]

| | |
|---|---|
| Doors, sash and blinds | 1,170 |
| Furniture | 42,095 |
| Trimmings and molding | 163 |
| Incubators | 162 |
| Woodenware | 396 |
| All other manufactures | 11,226 |

The foregoing list indicates openings for more trade. The sale of every item should be increased, some to the extent of many fold, and the natural place for the Colombians to purchase these commodities is in the United States.

Colombia has extensive forests, but they have been little developed, and for the most part the timber is in the remote interior, east of the Andes Mountains, and back from the Caribbean coast, almost wholly out of reach of commerce at this time. This makes it necessary for the country to import much of what it now needs, and this necessity will continue a long time.

No adequate survey of Colombia's forest resources has ever been made. The World's Fair in Chicago in 1893 exhibited a collection of numerous samples, but they were accompanied by no statistical information showing quantity or quality. Only three or four of the woods can be said to be known in commerce, but locally and in small quantities many are in use. Mahogany is the best known, but it is not cut in large amounts, and probably does not exist in large quantity. It will not compete with lumber shipped from the United States, though it may interfere in the future, but not much at present, with furniture and interior finish. Lignum-vitae abounds, but it does not come in competition with any of our woods. The same may be said of brazilwood, which is plentiful in Colombia. Softwoods are few and of minor importance, as far as reports show. The softwoods from the United States have a clear field in that market. Sales are limited by demand only. Rough work, such as corduroy roads and short, temporary bridges, is supplied by the stems of gigantic ferns in some parts of Colombia east of the Andes. This material is poor stuff compared with yellow pine and Douglas fir and is no rival if substantial structures are wanted.

In Colombia, as in most damp tropical countries, ants and other insects are dangerous enemies of wood, and exporters to such countries will do well to post themselves concerning the particular region to which they propose to ship, and see whether their wood will be acceptable for the purpose intended.

### Ecuador

This is one of the smaller countries of South America and is named in consideration of the fact that the equator passes across it. It is two and a half times the size of Pennsylvania, but contains only about twice the population of Pittsburgh. It rates low in commercial development. There are several ports on the Pacific where cargoes are landed, but some are decidedly poor. The country lies on both sides of the Andes, and the head streams of the Amazon River in Ecuador are nearly all navigable, but that fact has no bearing on the imports of timber, which must be landed on the Pacific side. Railroads are few, and the wide distribution of heavy merchandise is difficult. The country is said to contain more volcanoes than any other in the world. Money is based on the gold standard. The imports from the United States in 1913 were worth $2,314,480. The imports of lumber and other forest products that year are given in the following table:

| | |
|---|---|
| Douglas fir | 287,000 feet |
| Yellow pine | 159,000 feet |
| Redwood | 4,000 feet |
| White pine | 1,000 feet |
| Total | 451,000 feet |

It is evident that Ecuador's imports of lumber are chiefly for structural purposes. The yellow pine is all longleaf from the southern states. The small quantity of redwood came from California. Additional imports of forest products follow:

| | |
|---|---|
| Railroad ties | $ 198 |
| Doors, sash and blinds | 123 |
| Furniture | 14,690 |
| Incubators | 158 |
| House finish | 197 |
| All other | 5,014 |

The forest resources of Ecuador west of the Andes are nil; those east of the ranges are an unknown quantity. The forests are a continuation of the timbered regions of Brazil, and many kinds of trees, some of good size, occupy the region. Detailed information is lacking. The inhabitants of the eastern portion of the republic supply their needs from the native woods; but up to this time it is doubtful if lumber from the United States has ever come in rivalry with that grown in Ecuador, at least in the region east of the mountains. Years must pass before the interior forests of Ecuador are on the market, even in that country. At present, with the poor railroad facilities, it is cheaper to ship lumber 6000 miles, from Washington to the Ecuador coast, than to carry it across the mountains from the interior. It would seem, therefore, that for the present lumbermen of the United States have an open field in western Ecuador for such markets as exist, but at this time those markets are not large.

### Peru

Great historical interest has always attached to Peru. That was the chief seat of power of the Incas, the rulers of an empire of Indians, destroyed by Spaniards under Pizarro nearly four hundred years ago. Those Indians were builders of enormous structures and highways, but they used little more wood than the ancient Egyptians. Like the Egyptians, their building material was stone. The use of wood in Peru is modern; in fact, it is just now making a fair beginning.

The country's area is 440,000 square miles, which is nearly ten times that of Pennsylvania, but its population is little more than half of Pennsylvania's. It lies on both sides of the Andes, its drainage to the coast following the small, short rivers which pitch down from the highlands, and eastward the flow is by the upper tributaries of the Amazon. There are thirty-three ports on the Pacific and five on the Amazon. However, no lumber from the United States will ever enter Peru by way of the Amazon, but must be unloaded at the Pacific ports and transported by rail inland. The coast is connected with the interior by a number of railroads. It costs about thirty cents a ton to land lumber at the wharfs. This would average from 45 to 50 cents a thousand feet for the kinds of lumber now being shipped to Peru from the United States.

The country is well supplied with telegraph facilities, and there are wireless and cable services with foreign countries. Money is on the gold standard. The total annual imports from the United States in 1911 were valued at $6,244,715, of which furniture amounted to $159,620; lumber, $447,260, and musical instruments, $37,100. The imports of certain forest products in 1913 are given below:

| | |
|---|---|
| Douglas fir | 46,844,000 feet |
| Redwood | 747,000 feet |
| Yellow pine | 599,000 feet |
| Oak | 246,000 feet |
| Sitka spruce | 142,000 feet |
| White pine | 271,000 feet |
| All other lumber | 38,000 feet |
| Total | 48,887,000 feet |

The enormous proportion of this lumber coming from the Pacific coast of the United States is apparent. It amounts to 97 per cent, and Douglas fir exceeds all other woods twenty to one.

Much of the imported lumber is used in railroad construction, wharfs and mining operations. Peru is one of the richest mining countries in the world. It yields gold, silver, copper, iron and coal. A single silver mine (Cerro de Pasco district) in the course of its long history has yielded 50,000 tons of silver. Two hundred mines of different kinds in Peru are owned or largely capitalized by Americans. Naturally, the owners are favorable to the importation of lumber and other supplies from the United States. This makes Peru an exceedingly promising field for the sale of our forest products. The demand is now large and there is every reason to believe that it will grow.

A large amount of forest products other than lumber is exported yearly from the United States to Peru. The leading items follow:

| | |
|---|---|
| Round logs | $ 2,452 |
| Doors, sash and blinds | 775 |
| Furniture | 69,454 |
| Incubators | 662 |
| House finish | 1,905 |
| Railroad ties | 166,922 |
| Box shooks | 584,357 |
| Barrel shooks | 800 |
| Staves | 61,545 |
| Other manufactures | 64,508 |

Peru has no timber near the coast. The region is too dry. A little planting, chiefly eucalyptus from Australia, has taken place, but

railroads. This is evident from the fact that enough railway ties to build eighty miles of track were last year imported from the United States. In years to come Peru may be able to meet most of its demands for timber by drawing on its own supply. There is little exact information concerning Peru's trees. The botanical names of many are familiar, but sizes of trunks and quality of wood are little known. Softwoods are almost totally missing, and many species which are called trees are really large vines and valueless for lumber. Photographs taken by the expedition sent through Peru and Bolivia to the Amazon River by the Field Museum show a profusion of foliage in the forests, but do not give the impression that the actual output of lumber in that region will ever be large; and imports of lumber will probably continue indefinitely, even after railroads reach the interior.

BOLIVIA

Bolivia is fifteen times as large as Pennsylvania and has only one-third of Pennsylvania's population. Up to the present time American lumbermen have had little business in that country, nor are the prospects encouraging for an increase of the business.

Bolivia has no seacoast. The small strip which it once had was taken away in its war with Chile more than thirty years ago. It has access to the Pacific through the ports of Antofagasta, Chile, and Mollendo, Peru. The railroads across the Andes have excessive grades. One of them crosses the summit at an altitude of 14,765 feet above sea level. The freight on such a road is necessarily high on heavy commodities like lumber. The natural outlet is down the Amazon and Plata rivers, but distances are great—2000 to 3500 miles to the Atlantic coast. Freight would be prohibitive on lumber, but it might not be on furniture, woodenware and agricultural implements.

The high mountain regions of Bolivia are devoted to mining and stockraising. The Potosi mine has produced $2,000,000,000 in silver in the past 350 years. There are gold mines and nitrate deposits. East of the mountains the plains of moderate elevations are very fertile. They possess enormous possibilities along agricultural lines, but development is very low. Farmers work with tools such as the Egyptians used 4000 years ago. An awakening is due in Bolivia, and it would seem that a market for agricultural implements could be developed and that furniture should find a sale. The country's imports from the United States in 1911 were valued at $3,945,460, and the exports coming to us were worth $2,506,104. Commercial travelers pay a tax for doing business in the country and the amount depends on the business transacted, but it seldom exceeds $40 a year.

The exports of forest products to Bolivia from the United States in 1913 are shown below:

| | |
|---|---|
| [illegible] | 16,000 |
| [illegible] | $18,420 |
| [illegible] | 192 |
| [illegible] | 544 |
| [illegible] | 1,411 |

What has been said of the forest resources of Peru applies generally to Bolivia. The forests belong to the tropical type. There are said to be mahogany and cedar in the region east of the Andes, but information on that subject is meager and somewhat doubtful.

CHILE

Chile extends further south than any other country of the world, and from its southernmost point it runs north about 2800 miles. It is narrow in every part, in many places being less than ninety miles. Its area is 307,000 square miles, its population about 4,000,000. The country lies wholly west of the summit of the Andes Mountains and wholly on the Pacific Ocean except in the extreme south, where the continent narrows to a slim peninsula, and there Chile is washed by the waves of both the Pacific and the Atlantic.

Chile is regarded as one of the three most progressive countries of South America, the others being Argentina and Brazil. Chile's relations with the United States are friendly and opportunities to increase our trade in that direction are excellent. Its total foreign commerce in 1911 amounted to about $240,000,000. The United States received its share. The coast of Chile contains excellent harbors and they have been much improved by artificial works. Next after San Francisco, in California, the port of Valparaiso in Chile is the most important on the Pacific coast of North and South America.

In 1913 Chile bought from the United States 64,322,000 feet of lumber, in addition to other articles of wood. Nearly 99 per cent of it came from our Pacific coast states, and as usual with lumber exports to the western parts of South America, Douglas firm predominated over all others. Following is the table:

| | [illegible] |
|---|---|
| [illegible] | [illegible] |
| [illegible] | [illegible] |
| [illegible] | [illegible] |
| [illegible] | [illegible] |
| [illegible] | [illegible] |
| [illegible] | [illegible] |
| [illegible] | [illegible] |
| [illegible] | [illegible] |
| [illegible] | [illegible] |

Additional shipments of forest products were made as follows:

| | |
|---|---|
| [illegible] | [illegible] |
| Barrel shooks | 600 |
| [illegible] | [illegible] |
| [illegible] | [illegible] |
| Round logs | [illegible] |
| [illegible] | [illegible] |
| [illegible] | [illegible] |

American lumber exporters meet more competition in Chile than in any other country of western South America. Some of the others may have as much timber as Chile, but it is less accessible and therefore is not coming into market. It is shown in the above table that no crossties are listed in our exports to that country. Chile not only supplies its own ties but exports some to the countries northward. A large railroad company of the United States at one time seriously considered the question of importing ties from Chile to this country. It was not done, for the probable reason that it was found that Chile's timber resources had been overstated.

As is the case in other South American countries, the exact extent and composition of Chile's forests are not well known, but it is certain that they are considerable. The forested area is estimated at from 15,000 to 20,000 square miles, principally in the southern part. This area is being rapidly reduced, more by fire than by lumbermen, and the price of stumpage, as well as of native timber, has increased four or five fold in fifteen years.

Good oak grows in Chile and two or three kinds of beech, one or more of which are evergreen. Beech predominates in the extreme south and the stands are well developed on the damp, chilly island of Terra del Fuego. There are other hardwoods which have no corresponding species in the United States but with which our hardwoods shipped to that country must compete.

The Chilean government takes much interest in forestry and is planting and protecting trees in different localities. Among species which have been planted are eucalyptus, pine, cypress and locust. Timber has been planted in some localities to grow mine props. Many woods which are not in use are found in the mountains. The annual output of Chilean sawmills, including crossties and other timbers, is about 500,000,000 board feet, or equal to the lumber production of the state of New York. Some of this is exported to Peru and Bolivia. It consists of kinds of which there is a surplus; but certain other woods, of which there is a deficiency in Chile, are imported.

Softwoods sent from the United States to Chile will come in competition with araucarian pine (*Araucaria imbricata*), which is native in that country. According to the best obtainable information, it is not abundant and most of the supply is in remote regions difficult of access. The tree often exceeds 150 feet in height and five or six in diameter. A large plank may be seen at the Field Museum in Chicago. The wood is of a dull, monotonous color; the rings are strongly marked, and the wood looks like a substantial timber, but there is a question whether it is strong enough to stand the test with yellow pine, Douglas fir, or even with Sitka spruce.

This pine is growing with great vigor at Miami, Fla., where it has been planted. It has likewise been planted in the Florida Everglades. Its needles are as long as those of longleaf pine, but limber and drooping. It grows almost as rapidly as eucalyptus. Its seeds are abundant, as large as almonds, and valuable as food.

Railroad building, wharfs and mining operations now constitute the principal demand for United States lumber shipments to Chile. Furniture from this country is in demand also; and several other manufactures of wood meet with favor in that country.

SUMMARY

A summary of the situation on the whole west coast of South America brings out the fact that it is a field for development rather than one already developed. The further fact is patent that it is a region with small available timber resources at present, and until additional railroads shall be built across the Andes Mountains to tap the tropical forests east of the ranges, the most of the timber used for all purposes must be imported. The United States is the natural source of timber supplies. In fact, our country has so great a natural advantage in that trade that it can hold it against all rivals.

The most of the South American timber trade is now held by California, Oregon and Washington, and the trade is almost wholly softwoods. The reason for it is that the west coast of South America now buys structural timbers largely and they are such timbers as the Pacific coast states can furnish more cheaply than the Gulf states; but with the opening of the Panama Canal the southern yellow pines may be expected to make a much better showing in western South America.

The further fact is apparent that American hardwoods have not yet secured much foothold there. The reason is that not much wood of that kind is used there. Hardwoods are for manufacturing purposes rather than for use as rough structural material, and that part of South America is not making much furniture, vehicles, boats and farm implements. These are imported, and as far as hardwoods are concerned, it appears that at present there is a better opening for the manufactured articles than for the oak, maple, gum and other hardwood lumber of which they are made.

It is likely that the market for hardwood lumber can be increased, because in some of those countries the tariffs on manufactured articles are high and the small factories might be induced to increase their outputs and buy the rough hardwood lumber from us. This need not lessen our exports of manufactured wooden commodities to that region, because the field is there for much larger trade than we now have.

The total exports of lumber in 1913 from the United States to those countries is here summarized:

| | Feet. |
|---|---|
| Chile | 64,522,000 |
| Peru | 48,637,000 |
| Colombia | 2,002,000 |
| Ecuador | 451,000 |
| Bolivia | 66,547 |
| Total | 115,478,547 |

The origin of the names of these five countries follows: Chile means snow; Peru was the name of the river where Pizarro landed; Colombia was named for Christopher Columbus; Ecuador means equator; Bolivia was named for Bolivar, "the Washington of South America," who fought for the independence of nearly half of that continent.

# Birch Coming Into Its Own

Birch should never have been substituted for mahogany or cherry. It should have stood on its own merit from the first. It is not a second-place wood, not an apology for or a substitute for anything. While it may be a compliment to birch that it has passed as mahogany for a hundred years, the time for compliments of that kind is now over, and the day is not distant when no one will wish to conceal real birch behind the false claim that it is a tropical wood. Without detracting one iota from the genuine worth of mahogany, it can be stated that birch possesses certain qualities which are superior to mahogany. It is stronger. It stands strains which would snap the tropical wood. It cannot be truthfully asserted that in beauty of grain when properly finished birch goes ahead of mahogany, because it does not—no wood does. But in combining strength and beauty, it ranks above mahogany. It takes finishes which no mahogany has ever yet received.

At the recent furniture show in Chicago the display of birch was instructive. When employed as an imitation of mahogany it was given the load to carry. If it was a bedstead, the rails were birch, because the strains fell there; if a chair, the arms and other parts were of the American wood, where strength as well as beauty were demanded; if a hatrack or coat tree of slender central spindle, more than likely the strain fell on a birch piece. That rule was general, though it was not universal.

It is not necessary to claim for birch that it is superior as a furniture and finish wood to all others in America. There are other extremely high grade cabinet woods in this country, and all that need be claimed for birch is that it ranks with the best of them. It is strong, hard, stiff, takes fine polish, responds remarkably well to the application of stains and fillers, and if a figured wood is wanted, selected birch supplies it. All of the qualities of a superb cabinet material are here. It is no experiment. It has held its place and gained ground from the first, and it has reached a point where it is able to stand on its own merits and against all comers, either domestic or foreign. This claim extends to lower as well as to the best grades of highly colored and finely figured stock. Birch fills plebeian as well as aristocratic places; it is the camp stool as well as the rocker; the bed slat as well as the carved legs of the grand piano. It is fit for nearly every part and class of woodwork. It detracts nothing from its long and honorable reputation to know that excavations have shown that the terrible war chariots of the Assyrians, with scythe blades on the hubs and spears on the ends of the poles, were made of birch—rims, hubs, spokes, axles, poles, and body. Then why hide the identity of this splendid wood under aliases and disguises?

## Progress in Wood Bending

Wood bending is almost exclusively a hardwood proposition because it involves the use of hardwood all along the route from wheel rims and shafts to chair braces, and includes all of the used articles in bent wood. In the progress of this industry many machines and appliances have been invented to facilitate the work and to reduce the percentage of breaking. Until recently most of the attention has been centered on appliances for clamping and holding and bending the wood, but now there is a new line of progress through the development of enclosed retorts for steaming or preparing wood to be bent. While this is the most recent phase of progress in wood bending, it is really in many respects the most important because it is not only a source of economy in the use of steam for bending, but perhaps contributes more than any other one thing to reducing breakage and to insuring a smooth even bend. For many generations the practice has been to boil wood in open vats or steam it in home-made wooden boxes. This has wasted much heat and has never accomplished the results it should. The newest idea in this line is an enclosed retort in which wood for bending can be steamed under pressure. It is a good idea, too, offering advantages enough in steam economy to pay for itself and it certainly improves the condition of wood to be bent. It is a good idea that should have been taken up with long ago and now that we have it it should receive the attention it merits from all those who have bending to do.

# Wood Screw Basis of Salesmanship

to a basis of absolute, unvarying uniformity; and that each sale ence to the particular stock which is being moved and the particular factory where it is to be used.

"Selling lumber," said a successful hardwood man, whose experience in the business covers a period of thirty years, "is a different proposition from disposing of wood screws and machine bolts, though some of our friends seem to think that it can be handled on the wood screw and machine bolt basis. Lumber varies, and no two cars are exactly alike. The man who is selling wood screws or machine bolts can guarantee to deliver any quantity, and insure its being exactly like the sample in every particular; but this is an obvious impossibility in the case of lumber."

That there is sound logic in this statement is indicated by the fact that those who have succeeded in the hardwood business are those who have studied the needs of their customers, and then tried to apply them. They are not the salesmen who go into a factory and offer No. 1 common plain white oak, depending simply on making a lower price in order to get the business. They find out just what particular description of lumber between No. 2 common and firsts and seconds will fill the bill. The stock may not be a strict grade of No. 1; it may be below that grade in some respects and above it in others; but it will be the best lumber for the particular work which the consumer has to do.

When a salesman can do that, he is out of the class of the wood screw people. The latter are not really salesmen, but order-takers, for they are contributing nothing to the transaction, and are not able to get the business unless they can quote a lower price than somebody else. And they are sure of holding the business only so long as they can continue to make the lowest price.

On the other hand, the real salesman, of the type which has been referred to, has the inside track, because he has earned that position. He is probably giving the customer better lumber—meaning lumber better suited to his purposes—for less than he could get it elsewhere. Here, then, is a bond of service which holds buyer and seller together and creates the mutuality of interest which is needed to insure permanent custom; and any other kind is unprofitable.

Too many lumber salesmen have no more conception of their work than if they were scooping sugar out of a barrel and selling it at so much a pound to the customers of the corner grocery. They have not grasped the essential fact that lumber is a different proposition, and that it cannot be wrapped up and passed over the counter in that kind of unthinking, mechanical way. Yet mechanical salesmanship continues—and along with it goes discussion of rules, with the idea, apparently, of making them more and more technical, dividing and subdividing, in order to eliminate the personal equation entirely and put lumber sales on the old wood screw basis, where anybody who can add up a column of figures can go out and sell the stock.

In the opinion of the hardwood man quoted above, too much stress is laid upon the matter of rules, inasmuch as they are intended to be used as a last resort, and not as an every-day proposition.

"If the lumberman really knows what his customer wants and endeavors to give it to him," he contended, "the matter of rules drops into the background. Where lumber is sold entirely on a grade basis, however, there is a constant chance for argument, and the necessity of dissecting the rules at every step is apparent. That is why the cut-and-dried selling system is faulty; and at the same time suggests why the lumberman who knows how to please his customer need not worry about the technical interpretation of the grading rules."

man quoted put forward is that they be relied upon chiefly as a guide or standard, and not as the sole basis upon which to do business. The more the rules are used, he insists, the less opportunity there is for the lumberman to develop the possibilities of his service to the consumer. The man who buys No. 1 common oak, and insists that all prices be quoted with reference to that grade, without qualification, is going to consider merely the price end of the proposition; yet in many cases he is seeing only half of the factors involved.

And this brings up the question of factory inspection. Many of those who are insisting on a change in the rules, as a means of protecting themselves, as they regard the situation, have incompetent men handling and measuring their lumber. In other words, they want the lumber business to be put on such a basis, through the application of a set of rules to every piece of material handled, that their own work may be as mechanical as possible, and the cheapest kind of labor may be used in handling the stock.

While the larger factories have good men, many of those of average size use for the important work of receiving and inspecting lumber hands who are not at all qualified for this undertaking. This opens the way for wide deviation from the rules, it is true; but whose fault is it—that of the lumberman or the buyer who places his orders strictly on the basis of price? Is not such a system sure to bring about delivery of lumber worth only as much as is being paid for it, irrespective of the grade which is shown on the invoice? And is it likely that changing the rules will enable the price buyer to get more value in the stock than he is willing to pay for?

If the consumer insists on giving the order to the man who makes the lowest price—and probably 85 per cent of the hardwood business is handled that way—he should not complain if he does not receive the highest quality. And if he forces the price for a given grade below a fair amount, is it not illogical to rely upon the technical enforcement of grading rules to insure getting more than he is paying for?

The conditions under which the business is done are in cases of this kind illogical and uncomfortable all around. They show the weakness of the wood screw system of salesmanship. On the one hand the buyer, using a theoretical basis of measurement which he believes will develop uniformity as though he were measuring off woolens with a yard-stick, chooses his lumberman with regard to price only; and the latter, forced to sell on the price basis, or not having sufficient ability to convert the user to a more efficient method of handling the proposition, comes as close to the grade as the price he has quoted will allow him to do.

Standards are all right, but artificial standards are worthless. The most effective system is that which is based on mutual understanding; and this is the big factor which is lacking in the lumber situation. Perhaps each side is at fault, in trying to get a little more than it is entitled to, the one by means of price and the other by grade.

If there is a solution of the problem at hand, the chances are that it lies first, in better salesmanship, and in getting competition away from the methods which have been referred to, and in putting it on a basis where supplying the right kind of stock for the job is the first consideration. Then having better standards of buying on the part of the factory men is needed, and better men to handle and inspect the lumber when it reaches the factory. Perhaps this combination of improvements may not be brought about for some time to come—but in the meantime blaming the whole situation on the rules is hardly a common sense procedure, although some persons have been inclined to look at it from that somewhat restricted point of view.

G. D. C., Jr.

# North American Walnut Woods

BY GEORGE B. SUDWORTH, DENDROLOGIST, AND CLAYTON D. MELL, ASSISTANT DENDROLOGIST OF THE FOREST SERVICE

## PART TWO

### Editor's Note

The article is the second of a series of publications that are essentially a result of the work done by the Division of Dendrology in connection with the investigation of the uses of the woods of the United States. The object of these investigations is to increase the knowledge of these woods, which may be obtained in place of the

### Black Walnut

The black walnut (*Juglans nigra* Linnæus) (Plate II) grows from southern Ontario to Florida, central Alabama and Mississippi, and westward through southern Michigan, Wisconsin and Minnesota, to Nebraska, Kansas, and Texas (San Antonio river).

USES

A complete list of the past and present uses should include nearly every article made of wood. Black walnut is used in making counter tops, railing, and interior finishing, gun stocks, picture and stereoscope frames, coffins, switchboards, shingles, building material of all kinds, cross-ties, and naves for wheels. The quality of the wood makes it also suited especially for carving and ornamental work. Old stumps, knots, limbs and short, crooked logs, when worked up into veneer, have great value on account of the beautiful grain in these parts.

Before oak came into such general use the wood of black walnut was employed more extensively for cabinet work and interior finish more than any other American wood. For durability in contact with the soil the heartwood was used frequently for posts, and in regions difficult of access it was employed almost exclusively for fence material and farm timber generally, until later when it became too valuable as a cabinet and veneer wood to be used for these purposes. It was used originally in the Middle West for "dug-outs," where it was not unusual to see a number of these, principally on the Wabash, from thirty to forty feet long and from twenty-three to thirty inches wide.

The boom in the United States for black walnut ran its course, and when it ceased considerable stock remained in the hands of the millmen. Larger dealers immediately developed a market in Europe, and since then the best walnut logs have been going abroad to meet increasing demands there, while the poorer grades only are sold in this country for a few special uses. Vigorous advertising greatly extended the use of black walnut in England, Germany, and France, where its good qualities secured permanent customers among manufacturers of furniture and interior finishing material.

GROSS CHARACTERS

The nearly white sapwood varies in width from ten to twenty rings of annual growth, being much thinner in old than in young trees. The heartwood is commonly a rich chocolate-brown, which darkens with age, and sometimes has a violet tinge. It is heavy, its specific gravity when air-dried being .54, and its weight per cubic foot approximately thirty-nine pounds. Black walnut wood is hard (comparing favorably with oak), tough, strong, rather coarse-grained, easily worked, takes high polish, is very durable in contact with the soil, and seldom attacked by borers. It shrinks very little in seasoning (about five per cent), but unless carefully dried it warps and checks.

The diameter of trees vary generally from twelve to thirty inches, and occasionally reach from four to six feet, the symmetrical trunks often being clear of limbs for sixty feet. The heights vary from eighty to one hundred feet or more, according to the density of the forest. The best timber is grown in rich bottom lands.

MINUTE CHARACTERS

Vessels (Plate II, *v.*), which may be seen with a pocket lens magnifying from four to six diameters, vary from .40 to .163 millimeter in diameter, with an average of .100 millimeter (Table I). They are more or less numerous and generally occur singly or in short radial rows of from two to five pores each. They are more or less irregular in outline and frequently much flattened radially, particularly those near the outer boundary of an annual ring of growth (Plate II, *a. r.*). The walls are very thin and are marked by numerous small bordered pits (Fig. 1, *b. p.*), which are arranged in horizontal rows wherever the vessels are in contact with wood-parenchyma and pith-ray cells. The length of the vessel segments varies from one to four times the diameter of the vessel. The partition walls (Fig. 1, *p. w.*) are completely absorbed, leaving the ends of the segments open.

Wood fibers (Plate II, *w. f.*) vary from .8642 to 1.772 millimeters in length, with an average length of 1.223 millimeters (Table II), which is greater than that of the other native walnut woods. The wood fibers are arranged chiefly in regular radial rows between the pith-rays. They have rather thick walls and, as a result, small cell cavities, while in the last four or five rows of wood fibers (formed at the end of the growing season) the cell cavities are almost entirely obscured. The simple pits are oblique, slit-like openings in the cell walls, arranged in a single row and chiefly on the radial wall of the fibers (Fig. 2, *s. p.*).

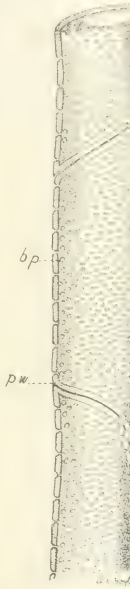
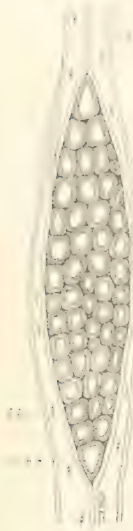



FIG. 1.

FIG. 2.

FIG. 3.

FIG. 4.



Usually they are in close contact with vessels and pith rays, although in the [illegible] frequently form more or less distinct tangential bands. The walls are very thin and contain numerous pits (Fig. 3, *s. p.*) where they are in contact with pith ray cells and vessels. The pits are particularly abundant in the cross walls of individual cells composing the fiber. Crystals of calcium oxalate and calcium carbonate are very abundant in wood-parenchyma fibers (Fig. 4, *c.*) of black walnut, often forming long vertical rows, but are almost entirely wanting in the fibers of other native species.

Pith-rays (Plate II, *p. r.*) are regularly distributed throughout the wood. They are from one to six cells wide, chiefly two to five cells wide and from a few to about twenty-five cells high, spindle-shaped and elongated-elliptical in outline (Fig. 5). The cells near the middle of the rays (Fig. 7, *r. c.*) are from two to four times as long as wide, while those in the upper and lower row are frequently squarish or elongated in the direction of the stem. The terminal (end) walls (radial section) of the pith-ray cells are usually vertical [illegible]. Pith-ray cells contain numerous small, round, simple pits (Fig. 7, *s. p.*), especially on the radial walls. No crystals of calcium oxalate and calcium carbonate occur in these elements.

much more limited than in the case of black walnut.

When first cut, the thin sapwood of this species is almost pure white, but with exposure to the light, it becomes a beautiful yellowish shade or very light brown. The heartwood is light, soft gray brown, which darkens with exposure to light, sometimes having a red [illegible]. It is much easier worked than black walnut, but it has a good many of the physical properties of the latter. Butternut wood is moderately light in weight, specific gravity when air-dried being .41, and the weight per cubic foot approximately twenty-five pounds. It is soft, rather brittle, coarse-grained, easily worked, taking a high polish and showing satin-like luster. If not carefully seasoned, butternut wood checks and warps. It is moderately durable in contact with the soil, and is seldom attacked by borers.

The diameter of the tree varies from one to two feet, and occasionally reaches three feet, with a total height generally from sixty to eighty feet; while in the Ohio river valley country, where butternut reaches its greatest development, trees frequently attain a height of one hundred feet with a clear length of forty feet.

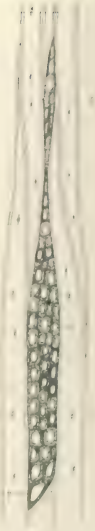


FIG. 6.

### Butternut

The butternut (*Juglans cinerea* Linnaeus) (Plate I.) grows from southern New Brunswick [illegible] the Appalachian mountains to Georgia [illegible] Black Warrior river, Winston county); westward through Ontario to Dakota, southeastern Nebraska, southern Missouri, and northeastern Arkansas.

Butternut is used for the same purposes as black walnut, but it is conceded to be much less valuable for interior finish and furniture than black walnut. However, cabinet makers value butternut especially for its soft brown tones which are pleasing when the wood is finished in its natural color. The somewhat close general resemblance of butternut wood to Circassian walnut has already suggested its use with success for the legs, stiles and rails of furniture made up largely of the more expensive Circassian walnut. Other uses of butternut are for posts, rails, bowls, carriage panels, coffins, shoes, and small articles of furniture and ornamental work.

At present there is probably an output of nearly 25,000,000 feet of butternut in this country annually, and a good deal of this will be used eventually as a substitute for Circassian walnut, the popularity of which, as a furniture and interior finishing wood, is rapidly increasing. The smaller size of butternut trees and their less abundant

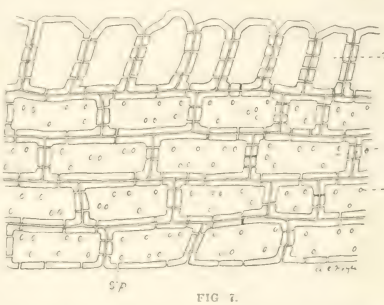



FIG 7.

### Minute Characters

Vessels (Plate I, *v.*) vary in diameter from .053 to .173 millimeter, with an average of .116 millimeter. (Table I.). They are regularly distributed throughout the annual rings, and are usually most abundant in the earlywood, gradually diminishing in number and size toward the outer boundary of the annual layer. These vessels may be seen with a pocket lens magnifying four to six diameters. Each annual ring (Plate I, *a. r.*) begins, therefore, with a more or less interrupted row, or rows of slightly larger pores than those within the latewood. Numerous smaller pores are distributed either singly throughout the annual ring or occasionally in short radial rows of from two to four each, and where the vessels occur in uninterrupted rows, these smaller pores are usually very much flattened radially. The vessel segments are from one to four times as long as wide (Fig. 1, *v. s.*). The walls are usually quite thin and contain numerous small round bordered pits (Fig. 1, *b. p.*) arranged in horizontal rows. The partition walls (Fig. 1, *p. w.*) of the vessel segments are mostly oblique, although in the smaller vessels three partition walls are usually horizontal. The vessel segments are completely open (simple perforations) at both ends, forming an open passageway. Black walnut can be readily distinguished from butternut by its slightly less numerous and small pores.

Wood fibers (Plate III, *w. f.*) vary in length from .633 to 1.6036 millimeters, with an average of 1.113 millimeters (Table II.). With the exception of black walnut, they are longer in butternut than in any other native species. Wood fibers are arranged in more or less

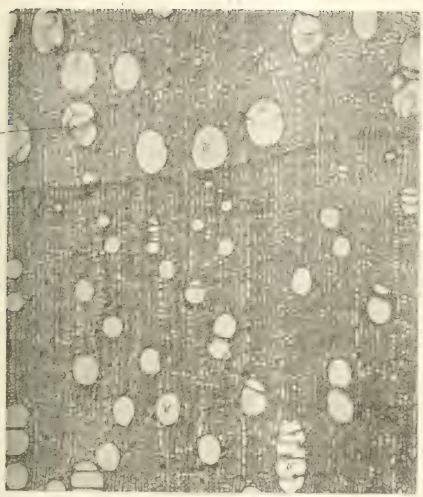



PLATE 1. TRANSVERSE SECTION OF THE WOOD OF BUTTERNUT (*Juglans cinerea*) MAGNIFIED FIFTY DIAMETERS. a. r.—ANNUAL RING; v.—VESSEL; w. f.—WOOD FIBERS; w. p. f.—WOOD PARENCHYMA FIBERS; p. r.—PITH RAYS.

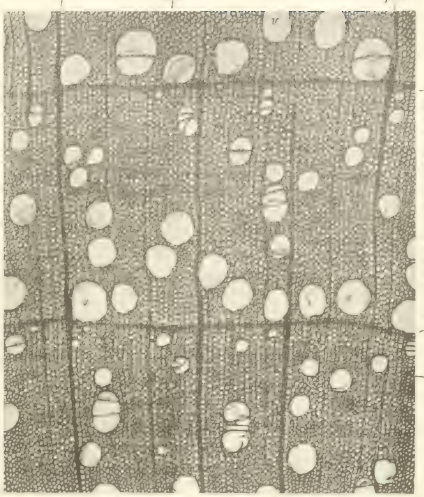



PLATE 2. TRANSVERSE SECTION OF THE WOOD OF BLACK WALNUT (*Juglans nigra*) MAGNIFIED FIFTY DIAMETERS. a. r.—ANNUAL RING; v.—VESSEL; w. f.—WOOD FIBERS; w. p. f.—WOOD PARENCHYMA FIBERS; p. r.—PITH RAYS.

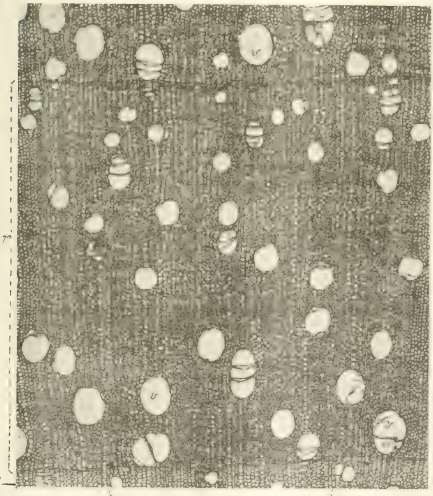



PLATE 3. TRANSVERSE SECTION OF THE WOOD OF CALIFORNIA WALNUT (*Juglans californica*) MAGNIFIED FIFTY DIAMETERS. a. r.—ANNUAL RING; v.—VESSEL; w. f.—WOOD FIBERS; w. p. f.—WOOD PARENCHYMA FIBERS; p. r. PITH RAYS; t.—TYLOSIS.

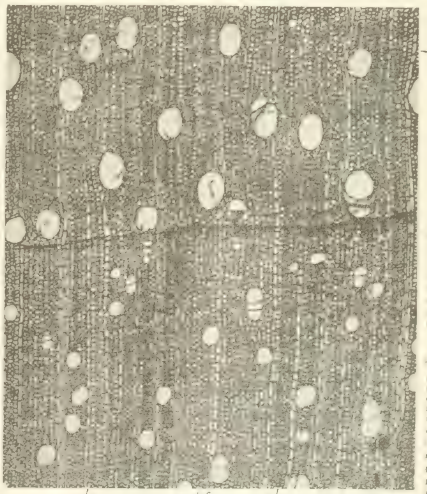



PLATE 4. TRANSVERSE SECTION OF THE WOOD OF MEXICAN WALNUT (*Juglans rupestris*) MAGNIFIED FIFTY DIAMETERS. a. r.—ANNUAL RING; v.—VESSEL; w. f.—WOOD FIBERS; w. p. f.—WOOD PARENCHYMA FIBERS; p. r.—PITH RAYS.

as a rule, regularly distributed throughout the annual ring, only occasionally being arranged in irregular tangential lines within the latewood. They are always in contact with vessels and pith rays with which they communicate through small round simple pits. Wherever wood parenchyma fibers are in contact with vessels the pits are in the walls of the latter. The walls are, as a rule, rather thin and contain numerous simple pits on the radial sides (Fig. 3, *s.p.*). Crystals of calcium oxalate, which occur so abundantly in black walnut wood, are almost entirely wanting in the wood of butternut (Fig. 4, *c.*).

Pith rays (Plate I, *p.r.*), which vary from one to three rows of cells in width, are chiefly two cells wide, and from a few to fifty or more cells high. In outline these rays are often spatulate (Fig. 6). Pith-ray cells vary considerably in length and width. Those near the middle of the ray are from one to three times as long as wide (Fig. 7, *r.c.*), while those in the upper and lower rows of the ray are considerably larger and are usually elongated in the axial direction of the stem (Fig. 7, *m.r.c.*). Pith-ray cells communicate with each other through small, round, simple pits (Fig. 7, *s.p.*), which are especially numerous where these cells border vessels and wood-parenchyma fibers. Crystals of calcium oxalate are seldom present in pith-ray cells.

### California Walnut

California walnut (*Juglans californica* Watson) (Plate III) grows in the California coast region (from the Sacramento river to the San Bernardino Mountains).

#### Uses

California walnut is used only locally, but it is well suited for cabinet making and for the other purposes for which black walnut is so extensively used. The logs are rather small, however, and the supply is limited and difficult of access, so that there is little chance for this wood to become important commercially.

#### Gross Characters

The nearly white sapwood is usually quite thick, even in old trees, containing from ten to fifteen annual rings of growth. The heartwood is dark brown, with a bluish tinge, and becomes almost black when exposed to light. Air-dried wood has a specific gravity of .63 and a weight per cubic foot of approximately thirty-nine pounds. It is very hard, tough, strong, very fine-grained and somewhat cross-grained, splitting with difficulty, but is easily worked, and takes a high finish and polish. This wood checks very little in seasoning, but unless carefully handled it is apt to warp considerably. Its durability in contact with the soil is equal to that of the black walnut. The largest trees have a diameter of from fifteen to twenty inches, but usually not more than from ten to twelve inches, with a height of from forty to sixty feet.

California walnut resembles the wood of Mexican walnut, but is readily distinguished from it by its more numerous pores and more distinct tangential lines of wood-parenchyma fibers.

#### Minute Characters

Vessels (Plate III, *v.*) vary from 1.49 to 1.70 millimeters in diameter, with an average of 1.14 millimeters (Table I). They are more numerous in this than in any other native species and are generally distributed singly in the earlywood, while in the latewood they often occur in short radial rows of from two to five each. In outline they are sometimes more or less irregular, particularly those near the outer boundary of the annual ring of growth. The walls are usually very thin and marked by numerous small bordered pits, which are arranged in horizontal rows where they are in contact with other vessels, wood-parenchyma cells, and pith-ray cells. The vessel segments are from one to four times as long as the diameter of the vessels, and the partition walls between these segments (longitudinal section) are completely absorbed (simple perforations), leaving both ends of the segments open.

Wood fibers (Plate III, *w.f.*) vary from .6105 to 1.4175 millimeters in length, averaging 1.0395 millimeters (Table II), which is much shorter than that of black walnut (Table III). These fibers are arranged chiefly in regular radial rows between the pith-rays, and they have thick walls and small cell cavities; in fact, the last five or six rows of wood fibers formed at the end of the growing season have cell cavities that are almost entirely obscured. Simple, slit-like pits occur on the radial walls arranged in a single row.

Wood-parenchyma fibers (Plate III, *w.p.f.*) are more abundant in this wood than in any other of the walnuts, frequently forming more or less distinct tangential bands extending from left to right in the outer portion of the annual ring. The walls are usually very thin and contain numerous simple pits where they are in contact with other wood-parenchyma fibers and pith-ray cells. The pits are particularly abundant in the cross-walls of the cells composing the fibers. Crystals of calcium oxalate and calcium carbonate are found very sparingly in the wood of this species.

Pith-rays (Plate III, *p.r.*) are from one to three cells wide, chiefly only one cell wide, and from a few to 25 cells high (tangential section) and spindle shaped in outline. The individual pith-ray cells (Fig. 7, *r.c.*) vary in length and width; those near the middle of the rays are long and narrow, while those in the upper and lower rows are polygonal or often elongated in the axial direction of the wood fibers (Fig. 7, *m.r.c.*). Pith-ray cells have small simple pits, which are especially numerous where the rays are in contact with vessels, as they are also in the cross-walls of the individual ray cells.

### Mexican Walnut

[illegible] Plate III grows in central Texas (Colorado, Llano, and Guadaloupe rivers) westward through southern New Mexico and Arizona and southward into Mexico.

#### Uses

The wood of this species is little known to consumers of walnut, and chiefly because of the small size and limited distribution of the tree in a mountain region difficult of access. The rich dark brown color of Mexican walnut, however, renders it valuable for practically all the uses to which black walnut is put. While the small supply of the timber available is sure to prevent general commercial use of this wood, it should, nevertheless, become locally useful for cabinet work, particularly in view of the high market price of black walnut. Mexican walnut is now used by settlers mainly for fence posts and to a limited extent for general building purposes.

#### Gross Characters

The sapwood is nearly white and varies in thickness from ten to twenty or more annual rings of growth, depending upon the age of the tree. The heartwood is dark brown or almost black. It is the heaviest of our native walnut woods, when air-dried having a specific gravity of .68 and a weight per cubic foot of approximately forty-three pounds. It is very hard, tough (splitting less easily than black walnut and butternut), strong, and fine grained. In seasoning it checks and warps but little, is easily worked, and takes a high finish and polish. Its durability in contact with the soil is somewhat less than that of black walnut.

Mexican walnut is rarely over two feet in diameter, although occasionally becoming five feet, with a height of from 50 to 60 feet. They attain their greatest size in the mountain canyons of New Mexico and Arizona.

#### Minute Characters

Vessels (Plate IV, *v.*) vary from .0038 millimeter (Table I), being easily seen with a pocket lens magnifying from four to six diameters. They are more or less evenly distributed throughout the wood, either singly or, less often, in short radial rows of from two to five, and are surrounded by tracheids and wood-parenchyma fibers, which are slightly greater in diameter than the average width of the wood fibers. The walls and vessels are usually quite thin, especially those of solitary vessels. The vessel segments (Fig. 1, *v.s.*) (to be seen only with the aid of a compound microscope in longitudinal sections of the wood or in macerated material) are usually short, seldom longer than the vessel is wide. The partition walls between these segments are wholly absorbed, leaving the end of the segments open. In small vessels the partition walls are often horizontal (longitudinal section), while in large vessels they are more or less oblique, with elongated, pointed

projection at both ends of each segment which extends along the side of the next segment above and below (Fig. 1). Vessels are invariably filled with dark-brown masses called tyloses.

The walls of the vessels have bordered pits (Fig. 1, *b. p.*), especially on the sides adjoining other vessels. These pits are usually arranged in horizontal rows on the radial surface of vessels in contact with pith-ray cells. True tracheids are found sparingly in this wood, and are then only in contact with vessels of the earlywood.

Wood fibers (Plate IV, *w.f.*) vary in length from .630 to 1.433 millimeters in length, with an average of 1.047 millimeters (Table II). They are often less than .02 millimeter in diameter and are long-acuminate at both ends. These elements are usually arranged in radial rows and have moderately thick walls, the cell cavities being large in the earlywood and almost entirely obscured in the outer portion of the latewood. Wood fibers are usually flattened radially in the region of large vessels, because of the pressure exerted by the rapid growth of the latter. The pits on the radial walls of wood fibers are simple, minute, and arranged in a single row.

Wood-parenchyma fibers (Plate IV, *w. p. f.*) are usually scattered throughout the annual layer of wood, but they are not infrequently arranged in tangential bands in the latewood. In the earlywood these fibers are chiefly in contact with vessels, where they are usually compressed either radially or tangentially; elsewhere, wood-parenchyma fibers are circular or polygonal, with considerably larger cell cavities than the ordinary wood fibers. They are also somewhat shorter (Fig. 3) than wood fibers and are composed of from three to eight, but more frequently three to five, wood-parenchyma cells, which have horizontal or sometimes oblique partition walls. The radial and terminal walls are marked by numerous simple pits. Crystals of calcium oxalate (Fig. 4) are seldom present, except in the wood-parenchyma fibers bordering pith rays. These polygonal crystals occur in vertical rows varying in number from a few to eight or ten.

Pith rays (Plate IV, *p.r.*) are regularly distributed throughout the wood. They are from one to six, but chiefly from three to five, cells wide, and from a few to twenty-five cells high, spindle-shaped and elongated-elliptical in outline. The cells of the pith rays are elongated in a radial direction, and are usually from one to four times as long as wide. The cells in the upper and lower rows (marginal cells) (Fig. 7, *m. r. c.*) are shorter in the radial direction of the wood fibers. The walls of these marginal cells are usually somewhat thinner and contain less numerous pits than the inner cells, especially on the radial walls. Crystals of calcium oxalate are rarely present in the pith ray cells.

# The Glue Side of Veneering

When we consider that without glue there would never have been any veneering industry we can realize something of the importance of glue in the business of veneering. The term glue is meant to cover all of the cementing substances used for fastening wood together. Though glues were discovered and used in the early days of civilization and have always been a factor in joinery, yet not much importance was given this phase of the business until the built-up ply wood came into use. It was this which led to consideration and closer study of the glue side of the business.

In the earlier days of the work glue was looked upon as a mysterious foreign substance that the wood worker was not supposed to know much about except that when heated and melted and applied to wood it would hold it together. When the veneer industry had developed to the point of using enormous quantities, however, the cost of this item was such a factor that it led to a search for means of reducing it. The matter of quality came in about that time. It was found that sometimes glue failed to perform its duty and work went bad. Sometimes this was because of unwise efforts to save cost either through the use of too small a quantity or from buying an inferior glue or making up an improper mixture. Anyway, investigation of the subject soon showed two factors to consider—the factor of cost, and the factor of safety or quality.

Up to this stage of the development no one but the glue people seem to have made a careful analytical study of glue. It is doubtful if even the glue people had concentrated enough attention on the matter of careful and thorough analysis. However that may be, the veneer industry eventually created quite a stir in the matter of gluing. Important users made careful studies of the glue used. This developed appliances as well as formulas for testing and grading and heating glues.

One of the great discoveries of this period was that many people had been injuring the quality of their glue by overheating it. Experiments showed that glue could be cooked and damaged even when enclosed in a water-jacketed vessel. The experimenters soon sounded a warning against excessive temperature in preparing glue. The first ones brought it down somewhat from the original cooking temperature, and by and by these were scaled down still lower until finally there was a pretty general agreement among authorities on the subject that the temperature in the preparation of glue should be kept somewhere between 140 and 150 degrees F.

It was discovered, also, that freshness was a quality; that glue kept heated and mixed with water deteriorates rapidly in value, consequently to get the right results everything should be cleaned up at the end of the day and only fresh stock used in glue work.

During all this time there was a more or less persistent casting about for other substances than the standard glue product to use in cementing wood together. The first outcome was the use of casein, which was taken up extensively but retired after a season or two —just why is not clear. Some say it was worth more for other purposes, others that it was uncertain. Sometimes it would give excellent results but at other times it would fail, and this uncertainty caused it to lose favor.

The casein product closely resembled in appearance and was used in practically the same manner as the regular glue, but with the passing of casein there came other products with their own peculiar methods of preparation and application, differing in some instances from that of standard glue. The most important of these, the one receiving pretty wide attention at the present time, is a product known as a vegetable glue. One of the noticeable differences between this and standard glue and its use is in that the vegetable glue can be and is commonly used cold.

This vegetable glue product has become important in veneering and is today probably the most formidable competitor of the old standard glue. Among the other glues are silicate of soda and some special formulas of secret compositions that seem to bear relation to what is known as the Russian idea in veneer work.

Silicate of soda or water glass is dissolved by heat, and when reduced to liquid may be kept for some time and applied cold. It is used as a principal base into which other ingredients enter in varying proportions to make up the glue mixture. There are some branches of the built-up lumber industry into which this product enters quite extensively—that of making two and three ply stock for packing boxes and some plain panel work. It does not seem to have found favor in the furniture trade or in fine cabinet work. Just why, it is a little difficult to understand. Those who have made a study of it simply pass the subject by with saying that it serves very well for certain purposes in making cheap built-up lumber and is a comparatively inexpensive glue, but does not find favor in the finer grades of work.

What is known as the Russian method was explained at a recent meeting of veneer and panel manufacturers, but the explanation had to do more with the handling and the time of using the veneer and the qualities of the built-up product than with the nature of the composition constituting the glue. It seems that the practice in Rus-

The other thing on which we lack information is, what is done [illegible] plugs of panels claimed to have been put up by the Russian process have been examined by the writer. These seem to hold together all right and they closely resemble samples of waterproof secret process glue work that has been done in this country. In each case, however, while the glue held and the product seemed to resist moisture, there was checking of the face, likely due to shrinkage, and from all this the tentative deduction is made that it, like the silicate of soda proposition, may be adaptable to certain work and for the purpose of [illegible] exactly the thing for fine veneering.

Here is a point where the vegetable glue differs materially from [illegible] petition with standard glue for fine veneering and cabinet work generally. In other words, it seems adaptable to all manner of uses, whereas some of the others are adaptable to certain uses only.

From the foregoing it will be seen that the glue side of the veneering business has been receiving a fair share of attention. The relative merits and the prospective uses of the various offerings will adjust and take care of themselves in the course of events. They deserve continued attention, too, for glue is not only a big item in [illegible] dustry itself.

Glue plays an important part in joinery of all kinds, and in the cabinet work of today there is much more of the joinery held together by glue than is held by nails, screws, pins or other mechanical devices. We might devise other ways for holding frame work together in cabinet making, but when it comes to veneering the real life of the industry depends on glue. Therefore, the glue side of veneering is a vital one and it is deserving of close and continued study.

C. R. O.

# Aspen or Poplar for Paper

A [illegible] has been issued by the Forest Service on the manufacture of soda pulp from aspen, which in the northern states is usually known as poplar or popple. The laboratory at Madison, Wis., carried out a series of experiments, in charge of Henry E. Surface, an engineer in wood utilization. The bulletin is strictly technical in character, and will not appeal directly to the general reader, but it possesses great value for the paper makers who use the soda process in producing pulp.

The owners of aspen timber along the northern tier of states from the Atlantic to the Pacific should take an interest in the investigations which the Forest Service is prosecuting in the field, for they promise to pen additional markets for timber of that kind.

The paper makers need large quantities of wood, and the stands of aspen can meet enormous demands. The pulp manufacturer can use trees too small for most other purposes, and a market can thus be found for large areas of aspen which otherwise would be useless. Poles from four inches to a foot or more in diameter exactly suit the requirements of the pulp maker, and these are the usual sizes of aspen, which is not a long-lived tree. It is not practicable to leave the thickets standing until the trees are large enough for sawlogs, because most of them will die before they attain that size and will become a total loss. But if the pulp makers can use them, they can be sold at a profit.

One of the hardest problems which the forester in this country has had to face has been the profitable utilization of aspen, because, as already stated, it dies before it is large enough for lumber. It grows rapidly. In fifty years from the seed it is mature for the pulp wood cutter. It spreads quickly and far, taking prompt possession of burnt tracks, and rapidly converting them into forests. Remarkable stands of this wood are covering burnt regions among the Rocky mountains.

Some aspen is made into pulp by other than the soda process, but most of it is worked by cooking it with soda, by which the fibers are softened sufficiently to be pressed into paper between the heavy rolls in paper mills. The bulletin by Mr. Surface relates chiefly to results obtained by cooking the wood in different ways. The boiling is done in large tanks, the smallest of which will hold a cord of wood, and the largest much more. The time varies from one hour to eleven; the steam pressure inside the tanks ranges from 120 pounds per square inch down to eighty, and the quantity of soda was varied in the experiments to ascertain the factors which give the best results.

Although much experimental work has been done along that line by private investigators, the work at the Madison laboratory is said to be the most thorough ever carried out anywhere, and there is no question that it will greatly assist in utilizing the aspen resources of the country by converting the surplus into paper.

## Mistakes in Transmitting Telegrams

When an order for goods is transmitted by telegraph but, through negligence of the telegraph company, is so altered as to call for a different kind of goods, the buyer, in discovering the mistake on arrival of the goods, may not only refuse to receive the shipment, but may, also, recover damages against the company for the loss sustained by him as a direct and natural consequence of the mistake. The addressee is, also, entitled to recover for any loss sustained by him, as where the buyer refuses to receive the goods. And a claim for the total damages sustained by both may be merged in one of them by taking an assignment of the other's right of action. But any person aggrieved by negligence of a telegraph company must take all reasonable steps to minimize the damages sustained by him. (Alabama Supreme Court, Jackson Lumber Company vs. Western Union Telegraph Co., 65 Southern Reporter 962.)

## Another Good Indication

The Little Rock (Ark.) Board of Trade last week received a request from London, asking for a list of Arkansas manufacturers of woodenware, including the novelties formerly bought by England from Germany. This is one of several recent indications that the predicted advantages to American institutions because of the European wars are to come. Being desirous of helping to further such trade interests, George R. Brown, secretary of the Board of Trade, has requested all Arkansas manufacturers to file with the Board of Trade lists of the articles manufactured by them. The list forwarded to Little Rock includes lumber, handles, staves, heading, furniture, implements and all other articles manufactured from wood.

A similar request has recently been received in Little Rock from Amsterdam, Holland, asking for lists of articles heretofore sold by the institutions of this country to Germany, it being the desire of the business men in Holland to secure as much of the trade which formerly went to Germany as possible.

There may be such a thing as ideal grading rules, but there is no such thing as getting everybody to accept them as such.

# The Hand Truck in Business

An important use of hardwoods is found in the manufacture of hand power business trucks. The making of that class of articles has grown in importance until it has almost reached the dignity of a separate industry. There seem to be no statistics to show how many trucks are made annually or the quantity and kinds of wood entering into their construction; but in practically all trucks of that class some wood is used and many of them are largely of wood. In the majority of cases the hardwoods, such as beech, birch, maple, oak and hickory, are employed, but the stronger of the softwoods are in demand also, particulary yellow pine and hemlock.

A list and brief account of the more common kinds of hand trucks will prove a revelation to persons who have not investigated the scope of this industry. The following mention and short account of the leading types of trucks will show the important position ocupied by this class of vehicle in the country's busineess.

### Pick-up Trucks

The common two-wheeled truck used by railroads and warehouses is one of the best known. It picks up and carries boxes and other heavy articles, and is made in many styles, but the wheels are small and the vehicle must be trundled on floors or platforms, since it is not successful on the ground unless it is very hard. There are usually four sizes.

A subdivision of these articles includes those made specially for picking up and carrying barrels. Devices are made to prevent the barrels from rolling off.

Another style is intended for cotton warehouses especially, and is made in different patterns, some wide, others narrow, for convenience in handling bales of cotton.

Another class is known as the bag truck because it is designed for handling grain and other articles in sacks. Its peculiarity is that it picks up such freight without much risk of tearing the bags.

Differing slightly from this is the cargo or stevedore truck, in several patterns, suitable for miscellaneous merchandise. It is heavy and strong.

The "southern lumber dock truck" differs from the stevedore truck chiefly in name. It handles pretty much anything that comes along.

A specially constructed pick-up truck is intended for handling cement bags. The wheels are protected against contact with the bags.

The hotel truck is made to take care of the largest trunks. The wheels are extra small and are underneath the body rather than at the sides.

Stove dealers have a special very small-wheeled carrier made for their use.

### Box Trucks

Box trucks are wholly different from those which pick up their loads. They handle heavy cases, and consist of strong wooden frames, rectangular and triangular, depending on the pattern. They are equipped with three, four, five or six wheels, which are three or four inches in diameter. The load must be lifted and placed on the trucks, and is then trundled to its destination. These vehicles have no handles. The largest are approximately three feet long, twenty inches wide, eight high, and weigh sixty pounds. The smallest weigh sixteen pounds.

The shoe box truck is little more than a five-foot handle with two small wheels, twelve inches apart at the end. The box is balanced on the apparatus and pushed to its destination.

### For Warehouses

Nearly all kinds of hand-propelled trucks might be classed for warehouse use, since they are liable to be found there; but the warehouse truck, as it is commonly understood, is of special patterns—several patterns, depending upon the uses intended. They are designated "grocery," "freight-house," dry goods," "post-office," "grain," "meat," and are even specialized down to "bacon and ham trucks."

Most of them have four wheels with a large platform above for the loads. They are pushed from behind or pulled by a pole in front. In some the wheels are large and all of the same size, but others have two large and two small wheels, the latter often working on pivots to facilitate turning sharp corners.

Some trucks of this class are equipped with high and ample racks for the reception of miscellaneous loads. Some have a large wheel at each side and a small one in front and one behind.

The dividing line between a truck and a hand-wagon or push cart is not always wholly clear. The two vehicles vary until it is often difficult to tell which is which.

The "milk truck," on side wheels a foot in diameter, has one small wheel before and one behind. The apparatus is three feet wide and not much longer. It is for use in creameries in handling milk bottles in boxes.

The various styles of baggage trucks seen about railroad station platforms are well-known to all travelers. Some are of two-wheeled, push patterns; others of four wheels are pulled to and fro with heaps of travelers' paraphernalia aboard.

### Miscellaneous

There is a long and varied line of miscellaneous trucks, some named from the uses intended for them, and others described by pointing out their peculiarities. A few of these follow:

The library truck is designed to carry books about the stock rooms and reading rooms of libraries. It is three or four stories high, each story being a shelf. Its width is about fourteen inches, length forty inches, height equal to its length, weight 125 pounds.

Three or four styles of tobacco trucks are in use, but they will handle articles other than tobacco. Some have two wheels, but otherwise are like an extra long, wide wheelbarrow; others are more special, having four wheels with a platform above of concave form to fit a tobacco cask or hogshead; but casks of queensware or of nearly any other could be taken care of equally well.

Paper warehouses are equipped with trucks made for their particular needs.

The assembling truck is of pattern similar to that employed in libraries. Factories use it in their assembling rooms to carry from place to place different parts of articles which are to be brought together in process of manufacture. Some are four shelves high.

Various kinds of strong, four-wheeled trucks are used in foundries and machine shops for carrying partly or wholly finished products from place to place.

There is a small truck made specially for handling wire rolls, and another for carrying green pressed brick in the yards, while dairymen have one for carrying feed from bins to mangers for the cows. The list might be greatly extended, since special patterns are provided to meet the needs of numerous industries. All of those described in the foregoing paragraphs are largely of wood.

## Getting Started on Vegetable Glue

Some manufacturers of vegetable glue, which has won many friends in the built-up stock lines during the past few years, have made it very easy for the consumer to get started using their product. They furnish special spreaders and other equipment which is needed, provided the user makes a reasonable agreement regarding the use of the material during a definite period. This seems like a very sensible arrangement, and shows that the manufacturer of the glue has the courage of his convictions. A number of panel men who were apparently wedded to the use of animal glue have come around to the idea of trying out vegetable glue as the result of the willingness of the manufacturers to take all the risk necessary to the installation of the special machinery. If the glue makes good the claims advanced for it by its manufacturers, both they and those who have arranged to give it a trial will profit by the result.

# Ohio as a Woodlot State

[illegible]

[illegible] say that in years to come the matter of timber supply will be one largely for farmers' woodlots. The wild stands of trees will have been cut, and the people will depend upon timber which will be grown under care somewhat like that given to orchards. Only those kinds which pay best will be allowed to occupy the ground.

If the country is considered as a whole, that condition is still far in the future; yet in certain areas it is almost at hand. In that respect [illegible] might be directed to Ohio. It is already further along toward the woodlot condition than any other hardwood state, and an examination of the timber business there can be made with advantage.

The original forests of Ohio contained as fine hardwoods as grew in any part of America. There were many kinds, and every kind grew to perfection. It is not necessary to describe the processes by which most of that timber has disappeared; suffice it that farms have taken years of the areas where trees once grew; and at present there are no large forest tracts, if they are compared with the former wooded areas. The remaining patches and strips are scattered about and between the farms, and furnish the home supply of lumber.

The condition prevailing there is typical of what much of the former wooded areas of the country are coming to, if the forestry problem does not incorrectly read the signs of the times. Large wooded areas in solid blocks will furnish less and less of the lumber as the years go by, and what is commonly called the farmer's woodlot must furnish proportionately more.

### Woodlot Defined

The term "farmer's woodlot," as it is commonly used, means a tract of timber, of no definite size, but presumably small, which belongs to some farm. It does not necessarily mean that the timber has been planted like an orchard, or that it receives as much care as cultivated fields. It may be no more or less than a piece of original forest which the owner is permitting to stand for the present, under the belief that he will need it later.

The Ohio woodlots are of that kind. Nature planted the trees and the owner has simply let them grow, cutting a few now and then for his own use or to sell.

How much lumber are the Ohio woodlots supplying now?

How many feet must supply meet the needs of the people of the state?

How far is it probable that future needs will be supplied from the same source?

Some parts of these questions may be answered from existing data, but other portions of the answers must be deferred until more information shall become available.

One of the first matters to be considered is whether Ohio's lumber output is being wholly supplied from the woodlots in the state, or partly from outside regions; and the next question for answer is, whether the cut is keeping up or falling back. A definite answer can be given to the last question if the period under consideration extends far enough into the past. The lumber cut in Ohio for 1912 was almost exactly half what it was in 1899. Fifty per cent passes in thirteen years looks serious. But, before too much seriousness is attributed to the situation, the other question should be considered: How much of the lumber sawed in 1899 by Ohio mills grew in Ohio?

### Imports of Logs

A definite answer to the question cannot be given. Statistics of imports of logs were not kept. It is well known, however, that some logs, the best ones too, were rafted down from Kentucky and West Virginia to Ohio mills to be sawed. When sawed, the lumber was credited to Ohio. Logs are not now imported in so large numbers, but whether that accounts for the fifty per cent decline in the lumber output when the cut of 1912 is compared with 1899, cannot be positively stated. There is no doubt that some of the decline may be so accounted for.

It is possible to approach a little nearer the woodlot situation in Ohio by leaving all sawmill out of consideration, since only small quantities of such grow in that state. The dealing may be only with such others as are produced in substantial amounts in Ohio. In doing this, the reliable data of 1906, 1909, and 1912 may be used to show that there is apparently not much decline from year to year in state grown lumber. The figures which are given in the following table are from government reports:

Lumber Cut by Species in Ohio—Feet

| Species | 1906 | 1909 | 1912 |
|---|---|---|---|
| Oak | 244,673,000 | 259,410,000 | 222,704,000 |
| Yellow poplar | 58,158,000 | 42,347,000 | 49,583,000 |
| Elm | 29,058,000 | 32,182,000 | 28,968,000 |
| Maple | 24,971,000 | 16,852,000 | 16,750,000 |
| Ash | 21,350,000 | 25,735,000 | 26,100,000 |
| Hickory | 15,836,000 | 21,774,000 | 20,727,000 |
| Basswood | 12,718,000 | 10,007,000 | 14,020,000 |
| Beech | 8,666,000 | 15,421,000 | 11,862,000 |
| Chestnut | 7,876,000 | 16,124,000 | 18,236,000 |
| Black walnut | 5,470,000 | 8,580,000 | 8,565,000 |
| Cottonwood | 1,414,000 | 2,944,000 | 2,444,000 |
| Totals | 428,742,000 | 519,646,000 | 480,899,000 |

No Decline Shown

A summary of the foregoing figures shows no decline in lumber cut during the past seven years. The oak-yellow poplar-ash group of species used all grow in Ohio woodlots and make up the bulk of such woodlots. As far as the figures are capable of interpretation, they are encouraging, because they indicate that Ohio is now holding its own in lumber output; that is, the cut does not seem to be decreasing.

Whether the wood is growing as fast as it is being cut is another matter. There is not enough evidence to decide it. Seven years is a period too short for a basis on which to decide. If no decline is apparent at the end of a good many years to come, it will be accepted as proof that the woodlots grew the lumber as fast as it was cut. That may be the case now, but it cannot be proved. However, it should not be difficult for Ohio's woodlots to grow more timber than is now being cut from them as lumber. They are capable of doing it. If they are not accomplishing that now, the first step to bring about that result should be to get rid of the weed trees, which are of little account for lumber, and put good ones in their places. The time will come in Ohio, and also elsewhere, when a farmer will no more tolerate weed-trees in his woodlots than he will allow ordinary weeds in his cornfields in June.

### Is the Supply Adequate?

An important question demands an answer: Are Ohio's woodlots now furnishing as much lumber as the people of the state need? The answer is a short no. They are furnishing only a little more than half enough. The balance comes from the outside. The total cut in the state at the last census was 499,854,000 feet, but that used by factories alone, not including what was used in its rough form, was 915,272,369 feet. If that employed in the rough, such as fences, barns, and bridges, were added, it would doubtless be found that Ohio's woodlot tracts are not meeting more than one-third of the demand for lumber to supply the state.

This is brought out partly, but not in full, by comparing the annual cut of certain woods with the annual use in factories. Take the eleven hardwoods listed in the foregoing table, and some of the same figures may be used again:

ANNUAL CUT AND USE COMPARED. FEET

| Species | Factory Use. | Lumber Cut. |
|---|---|---|
| Oak | 163,041,927 | 222,704,000 |
| Yellow poplar | 129,994,784 | 49,583,000 |
| Maple | 58,428,275 | 46,750,000 |
| Hickory | 35,621,331 | 20,727,000 |
| Ash | 30,633,650 | 26,160,000 |
| Basswood | 22,833,367 | 14,929,000 |
| Elm | 21,341,454 | 28,968,000 |
| Beech | 18,637,884 | 41,893,000 |
| Cottonwood | 16,831,024 | 2,444,000 |
| Black walnut | 2,922,040 | 8,565,000 |
| Chestnut | 770,383 | 18,236,000 |
| Total | 490,001,159 | 480,890,000 |

The foregoing figures show that the substantial hardwoods which grow in Ohio are almost meeting the demand which factories in the state make upon them for material. Less than ten million feet, of the eleven woods listed, are imported from other states.

BROAD GAP TO BRIDGE

There is, however, a broad gap to bridge in Ohio between the total state lumber cut and the total requirements of the wood-using factories. The difference is 415,438,369 feet, as shown by latest statistics. Outside lumber is brought in to fill that gap, and most of it is of species which do not grow in commercial quantities in Ohio. Softwoods—of which Ohio has few—constitute 357,499,000 feet of the imports. Some of these come from the Pacific coast, others from the South, still others from the North. They do not grow in the state, and if used, they must be imported. Some of the important softwoods which factories buy in distant regions are the following:

| | |
|---|---|
| Yellow pine | 144,766,973 feet |
| White pine | 120,340,930 " |
| Cypress | 38,038,570 " |
| Norway pine | 17,954,417 " |
| Hemlock | 16,561,964 " |
| Douglas fir | 5,819,733 " |
| Sugar pine | 5,111,891 " |
| Spruce | 3,575,750 " |
| Western white pine | 1,072,000 " |
| Red cedar | 95,850 " |
| Other softwoods | 4,000,000 " |
| Total | 357,499,078 " |

The Ohio woodlots cannot supply any considerable quantity of the above softwoods, because nature did not plant them in the state and man has thus far neglected to do so.

The most important hardwood which is used by Ohio factories, but which does not flourish in the state, is red gum. The annual factory demand for that wood exceeds twenty-seven million feet.

CONCLUSIONS

The following facts may be summarized:

Ohio's remaining timber supply is practically all contained in farmers' woodlots. The extensive original forests were cut up when farms were cleared.

The state furnishes the best examples of hardwood timber lots in this country, though little tree planting has been done.

These small tracts are now furnishing most of the hardwoods bought by wood-using factories in the state.

Most of the country's best hardwood species are found in Ohio.

Softwood timber never has amounted to much in the state and never will unless artificially planted.

Ohio's woodlots are capable of increased yield.

At the present time the state's lumber output seems to be nearly stationary.

# Troubles of the White Pine

Those who have been advocating the extensive planting of white pine to take the place of the dying chestnut in the East are beginning to wonder if their advice is going to prove as sound as they thought. White pine in plantations seem to be developing a lot of enemies, both insect and fungus, seemingly bent on undoing the best intentions of the tree planter and forester.

One of these is the deadly blister rust imported from Germany several years ago when that country was the only source of white pine stock for extensive forest planting. This disease has done extensive damage to the white pine introduced into Europe and it is hoped that it has been killed here. This is by no means certain and government and state officials are on their guard against its reappearance. It was found in several places and killed out but there is no telling where next it will be heard from, as millions of seedlings were imported before the disease was discovered.

The white beetle is much in evidence throughout the East. This insect lays its eggs in the leaders of the young trees and the larvæ tunnel the shoot and kill it. This causes the last whorl of branches to turn upward in place of a single leader, causing a bushy tree not suited for commercial purposes. Various methods of control are being tried. One is to cut off the injured shoots and put them in a covered can. The first plan was to burn them but more recently it has been discovered that there are tiny parasites in the larvæ of the beetles and by putting the shoots in a can with a cover perforated with holes large enough to let the parasites out but too small to admit the beetles, it is possible to kill the latter and let their natural enemies escape.

Another plan is to go over the plantation twice a year with an insect or butterfly net. A tap against the side of the leader causes the adult beetles to tumble into the net to be destroyed later. The cost of going twice over an acre in this way is about $1.50.

A recent warning has been issued to plantation owners in New England against what is thought to be a new disease of young white pines. It has been found on young trees of this species of from five to fifteen years of age, and it kills those attacked. As yet little is known of its true character or how serious it may become. It is manifested at first by a slight yellowing of the foliage, which gradually increases until the tree dies. Upon examination of the base of the stem just above the ground line, it is found that the bark is dead and depressed, due to a sort of girdling action on the living tissue next the wood. At the upper edge of the wound is usually a swelling, due to the formation of a callous as a result of the tree's effort to heal over the injury. Scientists who are studying the matter believe the disease is due to a parasitic fungus. There is some evidence to the effect that ants may contribute to its dissemination.

These various troubles of the white pine seem not to be shared by the red or Norway pine, and as a result the planting of this tree is on the increase. It makes as good as and often better growth than the white pine and its wood can be used for the same purposes.

S. J. R.

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To use one good wood and make it imitate some other good wood is a bad practice that we are gradually getting away from, for we are realizing that practically every hardwood has its own particular beauty.

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One of the troubles with the things which are coming to him who waits is that they are too slow in arriving. The surest way is to go after what you want.

# The Oldest Recorded Use of Wood

The people who lived in the Rhone valley at that time were called upon to defend themselves against the woolly elephant, the two-horned rhinoceros, lion, cave bear, and other huge animals long ago extinct, and they also warred on the elk, buffalo, wolf and [illegible] wholly or partly of wood, instead of, or else in conjunction with the [illegible] only weapons in use then. They shot arrows, and, of course, had bows, and probably spears with wooden shafts.

There is abundant geological proof that the period was from [illegible] that [illegible] the interesting part, and it is of recent discovery.

Explorations have been in progress for some time of caves in France, Switzerland, and of other parts of Europe, which were the homes of prehistoric man; but some of the most interesting finds have been made near Tarascon, France.

Caverns which had long been closed by debris have been opened and explored. Some of them were found remarkably rich in sculpture and paintings. The walls in some instances are covered with pictures of animals now extinct in that region. Many of the animals are shown with arrows in their sides, and evidently represent hunting scenes. One buffalo in particular has been struck by four arrows, two of which are painted red.

The remote period in which the pictures were made gives them peculiar interest. So far as known, no other pictures, drawings or relics of half that antiquity show the use of wood by man. The date of his first employment of wood is pushed back from 10,000 to 20,000 years farther than formerly supposed.

The evidence there and elsewhere further shows that the human inhabitants of that remote time were far more highly cultured than anyone had supposed possible in a period so early. There were artists of no mean ability among them. The drawings of some of the animals are decidedly spirited. An important point is that the colors were laid on with brushes. Hence, they must have used handles of some sort for their brushes, and in all probability the handles were made of wood. The pictures and drawings show much, but they suggest much more than they actually show. Two wood-using industries of the present day are traced back two hundred or three hundred centuries—the making of handles and the making of weapons. The quantity used then, is, of course, unknown; but it must have been considerable. Men must have been well supplied with weapons to have held their ground against the strong and savage animals which were abundant in the region then. The bones of the animals are found in the caves, in the very presence of the pictures on the walls which tell the story of man's conquest over them. The artist carved figures on the teeth and horns of monsters which, not improbably, he killed with ash-handled spears and dogwood arrows.

The caverns furnished the protection against the elements to which is due the excellent preservation of man's work. All outside the caves were destroyed long ago, except in a few instances where human skulls and other parts of the skeleton have been found under deep deposits of gravel and earth. Some of these show that the human skeletons were in place before the last visit of the glacial sheet. The skulls of those prehistoric people bear evidence that man has made some advancement since that day. The heavy underjaw betokens strength and determination. These were the qualities needed to enable the men of that time to hold their ground in a region filled with enormous beasts.

Men far enough advanced in the arts to be able to turn wood to account were doubtless well along in some other things. Their paintings are not the only proof of it. The caves have furnished evidence, if not proof, that the art of writing was known in France a hundred centuries before the date of the first trace of letters along the Nile and the Euphrates. It begins to look as if the dawn of human culture was in the forest, not in the open country as some have supposed. A well-known historian has spoken of Greece's civilization as a "miracle," because it blazed forth in full maturity without any known preparatory stages. That miracle may yet be explained. In the caves of France, apparently contemporaneous with the pictures on the walls, writing has been found, some carved on horn, others painted on pebbles. Scholars have declared that some of the characters are so similar to Greek and associated letters that the coincidence could not possibly have been accidental. It may, therefore, be found out upon further investigation that Greece's culture did not "suddenly blaze forth," but began ten thousand years before in the forests of western Europe among people who could write, who could handle tools, who could draw and paint, and who were users of wood. These men were doubtless forest dwellers, and they lived in constant danger of strong and fierce animals, and it is reasonable to suppose that logs were used to barricade the entrances of their cave-dwellings against the attacks of carniverous beasts about them.

## Investigating Export Lumber

[illegible] Record has previously mentioned the work undertaken by the Department of Commerce for the purpose of investigating markets for American lumber and other forest products in the Orient and in South America. Roger E. Simmons, who has charge of the work in South America, spent part of last week in Chicago in consultation with lumbermen, furniture makers, veneer manufacturers, and others who expect to push their sales in that region. From here he went to the Pacific coast, where he will spend a short time studying the situation in that region.

All countries in South America will be visited, beginning with the west coast in Ecuador. The purpose is to ascertain the various uses to which American lumber is put; and, to make this investigation thorough, Mr. Simmons will go inland and observe the actual use of the wood. That will give an opportunity to study the chances of increasing sales along present lines and to suggest other lines which may be developed. Prices will be investigated, together with transportation charges and methods of transportation. The subject of credits and banking and of other financial matters will be given careful attention, so far as they concern American trade. Being on the ground, and in actual contact with the users of wood, it will be easy to look into the matter of competition with native woods or with those imported from countries other than the United States.

Lumber will be only one of the items to be considered. Finished products, particularly furniture and veneers, will occupy an important place in the investigation. It is well known that the export of hardwoods to the countries south of us is principally in the form of finished commodities like furniture, house trim, vehicles, farm machinery, cooperage, and boxes.

The principal obstacles in the way of the speedy success of this investigation is the uncertainty of travel. Shipping schedules to South America are badly disorganized at this time on account of the war, and the traveler who goes to those parts of the world will be subject to vexatious delays. In many places the inland travel will be slow and uncertain. There are railroads in South America with only two trains a week, and boats on some of the rivers go only once a month.

# Smooth Saw Work

That smooth sawing is desirable with every mill or factory saw is a fact that has long been acknowledged but it is only lately that much attention has been given to developing the habit of putting this knowledge into use. Now that we are cutting, trimming and measuring carefully every bit of waste from tree to stump the woodworking industry is beginning to appreciate the fact that there is in the aggregate considerable unnecessary loss through rough cutting saws, from long cornered teeth and uneven setting, making heavy dressing necessary to get a smooth surface which in turn adds to the waste pile and increases the burden of work at the planers.

Aside from occasional instances of millmen riding the hobby of smooth work, the widest interest developed in smooth sawing has been found in the factories and among the users of rip and crosscut saws. The interest there has been so strong that a number of machines have been developed with the special point in view of doing straight, smooth sawing and making joints at times that are smooth and true enough for glue joints without any dressing or further work.

The first really practical effort at making rip saws do their work so true, and so smoothly as to make glue joints, that came under the writer's notice, was several years ago in a column factory located between Jeffersonville and New Albany, Ind. (This plant has since been moved nearer the timber supply of the South.) In this factory were made stave columns from cypress lumber, and the stave joints were simply straight sawed joints held in place with dowel pins. The only work done on the lumber after it was ripped into staves at the saws was the boring of the dowel pin holes. The saws were made to run so true and cut so smoothly that the work of ripping the staves to dimensions also constituted the work of jointing them ready for gluing up. There was involved the use of patterns and jigs for getting the right shape and angle but this had nothing whatever to do with the ripping other than to make it a little more complicated and difficult to rig and maintain the machines.

There was nothing remarkable or unusual about the machines being used. The smooth sawing was being accomplished by careful attention to the details of operations and this after all is the big secret in smooth sawing, whether it be with the rip saw in the factory or with the big mill saw.

In the instance referred to an examination of the saws showed that they like the machines were of regular or ordinary type; the teeth were typical of many other rip saw teeth and the filing was similar with merely the difference that the man doing the filing took great pains in setting his saws and inside filing to keep all corners even. If the writer's memory is not at fault, the filer used a combination of spring and swage set—possibly it was all swage. The whole matter so far as the saw itself was concerned consisted of getting just the right amount of set and getting every tooth corner the same length.

Care was used in setting and filing the saws primarily and the set was made as close as practical to prevent heating of the saw blade. Then when a saw was put on the machine and started up the filer examined its work carefully and if it lacked in smoothness he went over his saw to locate the long corner or the cause of the roughness. He never let the saw go to work until it was cutting a smooth joint with no plainly visible saw marks about it.

In addition to careful attention to the fitting of the saws themselves, this kind of work also called for careful adjustment of saw mandrels to prevent end play, and proper attention to fences and slides on the saw table. Thus one operation was made to do the work of two, and thousands of feet of lumber was put through regularly and ripped into column staves with glue joint edges requiring no finishing other than that of boring dowel pin holes and inserting pins when they were glued up. Moreover the result was good and some of the best stave columns the writer ever saw were produced in sizes from six inches to two feet in diameter in that factory by the methods described.

From time to time during the past few years attention has been centered on doing glue joint work with rip saw machines, and many have found it both possible and practical. Moreover, saws have been used for jointing face veneer and in many instances the learning to do glue joint ripping with saws has enabled manufacturers to reduce the cost by eliminating the work of dressing or jointing after the rip saw.

There is a bigger field and broader idea to smooth work than simply that of making glue joints in certain kinds of work. It is the saving in lumber, time and power that may be effected by making smooth sawing the regular order of every woodworking institution. Smooth sawing reduces the saw kerf which of itself is an important consideration. The reduction is not so much in that you can use a thinner saw or take a smaller kerf, but it is in the fact that the smoother the saw work the lighter will be the planing work and the less lumber or timber it will be necessary to cut away in finishing off the stock.

There was a time when a certain machinery man prominently identified with resaw work had a dream of eliminating the necessity for planers on certain lines of resawed work. He discussed this dream with the writer at a convention some years ago and said that he believed that if we could secure some improvement in sand paper, something that would hold stronger and stand up under heat better than glue and use a stronger backing than paper it would be practical by careful attention to the fitting of resaws to send lumber directly from the resaw through the sander.

There is some lumber turned out with resaw work that is decidedly smooth as compared to the practice of old times, and some of it is used for back panelling and box shooks without going through planers. Possibly some day if we can get the art of resawing down to as fine a point as some have reduced the art of ripsawing we may be able to turn out cabinet panels so smoothly cut that they can be finished off with a scraper or with sand paper and not be required to make a trip through a planer. This would mean a saving of not only one operation but a saving in lumber. Smooth sawing is not a finely drawn impossible theory, but a practical proposition that simply calls for careful skilled attention to the details of saw fitting and machinery adjustment. J. C. T.

## Violation of Anti-Trust Laws

A combination between resident and non-resident lumber companies to restrict competition in their business in a state is not taken out of the anti-trust law of that state on the theory that interstate commerce is involved, nor is it any defense to a claim that the law has been violated that prices fixed by the companies are reasonable. When an association of lumber manufacturers is organized for legitimate purposes, a member is not responsible for a violation of the anti-trust law of a state based upon a combination in restraint of trade entered into by other members of the association. (Missouri Supreme Court. State vs. Arkansas Lumber Company, 169 Southwestern Reporter 145.)

## Quantity of Logs Required Under Contract

That one party to a contract establishes a mill to manufacture products from logs to be furnished by the other party does not involve an implied agreement on the part of the latter to keep the mill busy, he being merely required to deliver logs as they are cut in conducting his logging operations. (Washington Supreme Court, Kanaskat Lumber & Shingle Company vs. Cascade Timber Company, 142 Pacific Reporter 15.)

The value of farm buildings in the United States is big but when we divide it by the number of farmers it makes the average farm house look so much like thirty cents that it is evident that the farmer ought to be doing more building.

# The Mail Bag

Any reader of HARDWOOD RECORD desiring to communicate with any of the subjects listed in this section can have the addresses on written request to the Mail Bag Department, HARDWOOD RECORD, 537 South Dearborn Street, Chicago, and referring to the number at the head of each letter and enclosing a self-addressed stamped envelope.

B[illegible]—Wants Thin Beech

[illegible]

Anyone interested in connection with the above [illegible] should address the writer as given.

**B779—Wants to Sell Black Walnut Trees in Oklahoma**

Oakland City, September 21.—Editor HARDWOOD RECORD: I would like to communicate with a party who can handle 20 to 25 black walnut trees [illegible] in Oklahoma. They are for sale.

The writer of this letter has been given the names of a few concerns who might purchase this timber. Anyone interested should write HARDWOOD RECORD.—EDITOR.

**B780—Wants Home Market for Walnut Lumber**

[illegible], September 10.—Editor HARDWOOD RECORD: Do you know of a domestic market for walnut lumber? The export trade being cut off I am looking for a home market.

Thanking you in advance, I am [illegible].

The writer of the above letter has been given a list of certain woodworking lines, which are extensive users of walnut lumber. Anyone interested should write this office.—EDITOR.

**B781—Has Walnut Stumps for Sale**

[illegible], September 10.—Editor HARDWOOD RECORD: Could you put me in touch with parties handling walnut stumps? I have several [illegible] I would like to dispose of. Would appreciate any information you can give me. [illegible].

This inquirer has been given the names of several concerns who are large buyers of walnut stumps. Anyone interested can have the necessary information by writing HARDWOOD RECORD.—EDITOR.

**B782—Wants to Buy 5/4 Plain Oak Cut to Size**

Herkimer, N. Y., September 10.—Editor HARDWOOD RECORD: Can you give us the addresses of firms who kiln dry and cut to size 5/4 plain oak? We can use one or more cars of this stock, but must have it kiln-dried and cut 51 inches long by 4½ inches and up wide, planed to 1 1/16 inches thick, one face and two edges clear, and can be either red or white oak.

This inquirer is a large consumer of hardwood lumber and any oak manufacturers in a position to furnish this particular class of [illegible] should address HARDWOOD RECORD.—EDITOR.

**B783—Wants to Purchase Persimmon and Honey Locust**

[illegible], September 20.—Editor HARDWOOD RECORD: If you can put us in communication with manufacturers of persimmon and honey locust in dimension sizes, we will greatly appreciate the favor. The size principally desired is 4x4 in No. 2 common and better, and if we could locate a supply could place some business at the right price.

The writer of this letter is an entirely responsible concern, and anyone in a position to make this connection would unquestionably find the business profitable.—EDITOR.

**B784—Will Be in Market for Ash, Oak, and Possibly Birch and Gum**

Vancouver, B. C., September 11.—Editor HARDWOOD RECORD: We are considering the manufacture of closet seats and boxes for tanks, and would appreciate any information we could get as to prices on ash and oak lumber such as is commonly used for this purpose. Will you kindly hand this information to any concern interested? [illegible].

HARDWOOD RECORD has given to this inquirer a list of concerns manufacturing oak and ash who would probably be in a position to quote them desirable prices. HARDWOOD RECORD also suggested that birch has been used quite extensively for this purpose, and that there is a possibility of the utilization of gum also.

Manufacturers of any of these woods who have not heard from us [illegible]

**B785—Wants Source of Supply for Cigar Box Lumber**

[illegible], September 19.—Editor HARDWOOD RECORD: Want to buy [illegible] cigar box lumber. Can you tell me where I can get it? [illegible] Have been buying from a mill [illegible] but have not been able to get any for [illegible] months. Anyone who can help me will be doing me a favor. [illegible].

**B786—Wants to Dispose of Oak, Hickory and Cherry in Vicinity of Chicago**

[illegible], September 19.—Editor HARDWOOD RECORD: Would it be possible for you to put me in touch with a party who would be interested in some timber near Chicago? I have about eighty acres of white oak, bur oak and red oak, also hickory and wild cherry, which I desire to clear this winter. This timber is located between Waukegan, Ill., and Kenosha, Wis., and is good heavy timber, and Chicago would be my proper selling and shipping point. Would prefer someone who buys standing timber and cuts it.

Any information you can give me will be greatly appreciated [illegible].

HARDWOOD RECORD has given the writer of this letter the name of a few concerns who might be in the market in the vicinity of Chicago. However, the sale of timber right in Chicago is a rather difficult proposition, but undoubtedly the stumps would be salable at other points in this vicinity.

Anyone interested in the purchase of this stock should take the matter up with the owner. [illegible].

**B787—Opportunity for Apparently Profitable Investment**

Bristol, R. I., September 9.—Editor HARDWOOD RECORD: The war has cut off all imports of potassium salts from Germany, from which source we drew about 250,000 tons last year. In fact, practically all the potassium in the world comes from East Prussia. The price of the carbonate has jumped from 3¾ cents six weeks ago to 21 to 25 cents now. Wood ashes are the only practicable source with the German deposits cut off. Roughly, five to seven pounds of wood ashes will make one pound of potassium carbonate at a cost of three cents a pound.

The plant is inexpensive, one costing $1500 being able to handle over a ton of ashes a day, and showing a net profit of $40 to $50 a day. It would not be worth while to tie up with a mill cutting less than 100,000 feet a day, and I want to get in touch with such a mill. I have the money to start one plant and want to start that first. After that, allowing a month to get going, I would like to talk to anyone on a percentage basis.

I am a chemical engineer and want to build and operate one or more plants myself. The amount we can make is not a drop in the bucket as compared to demand and, except during war, prices would show little over operating expense, but a plant of this character would pay for itself in six weeks at prevailing prices, and then show a good profit.

Old ashes, stored out of doors, are worthless, the rain removing the valuable contents. If you can put me in touch with anyone interested, I will be very grateful.

The above letter speaks for itself. Anyone in a position to take advantage of this opportunity can have the name of the writer by addressing this office.—EDITOR.

**B788—Adds Source of Supply for Veneer**

[illegible], September 21.—Editor HARDWOOD RECORD: I beg to inform you that I have added to my list of veneer mills, noted in last issue of [illegible] Lumber, the [illegible] Box and Veneer Company, and am handling, through this concern, box stock, also ¼-inch gum, magnolia and beech drawer bottoms.

HARRY RAYMOND.

**B789 Wants Information as to Wood Used in Storage Batteries**

Washington, D. C., September 5.—Editor HARDWOOD RECORD: We desire to locate the source of supply for corrugated wood separators, which are used in storage batteries. These are manufactured principally from basswood and cypress, the wood being first treated with chemicals to eradicate any substance in the wood which might affect the liquids used in the batteries. We desire these 5¾ inches wide. Can you advise us of a source of supply in car lots?

HARDWOOD RECORD has ascertained that this wood separator is a patented article. The patentee is a Chicago and Philadelphia concern, the Electric Storage Battery Company. In this line of work the company uses a large amount of wood in the form of veneer which varies in width from $\frac{1}{16}$ to $\frac{1}{8}$, and in the finished product the sizes run 4x5 up to 42x78 inches. The wood is used for separators which prevent the metal parts of the battery from touching. For this reason the wood is desired as acid proof as possible.

The company is now using poplar and gum and also another wood which is designated as "guif." It is probable, however, that this is cypress. Redwood is also adapted for this use, but is too expensive in the eastern factories. Where wood is given a special treatment before using, the purpose is to remove all mineral matter. No treat-

ment is given to make it acid proof. Substitutes in the form of pulp, hard rubber, fiber, etc., have not been found so suitable as wood pulp.

The Chicago branch of this one company uses millions of these separators annually, and it is probable that the Philadelphia factory consumes more than a million board feet of material in the course of the year. The above company is the patentee of the article, but the separators are manufactured by other storage battery concerns on a royalty basis. Therefore this industry is of very considerable proportions.—Editor.

# Clubs and Associations

### Executives of National Hardwood Association Meet

The executive committee of the National Hardwood Lumber Association met at Chicago, Thursday evening, September 17. Those present were: E. V. Babcock, E. V. Babcock & Co., Pittsburgh, president; Matt Brown of W. P. Brown & Sons Lumber Company, Louisville, Ky.; Charles H. Barnaby, Greencastle, Ind., ex-president; Frank F. Fish, Chicago, secretary; Walter Chamberlin of John M. Woods & Co., Cambridge, Mass., and Theodore Fathauer of Theodore Fathauer & Co., Chicago.

In reviewing the last three months' work of the association, it was reported that nineteen new members had been added to the list and the present membership now numbers over 900.

Hugh McLean of the Hugh McLean Lumber Company, Buffalo, N. Y., one of the best-known hardwood manufacturers and jobbers of the United States, was selected head of the inspection rules committee of that association.

It was urged by the committee that every member of the association use the good offices of this splendid organization for an exchange of information, as it is by mutual co-operation that the best benefits come to the members, and the machinery which Secretary Fish has working full time is only too anxious to help wherever it is possible.

### Monthly Meeting Cincinnati Lumbermen's Club

Fall operations of the Cincinnati Lumbermen's Club were started on Monday night, September 14, the club having been inactive, except for the handling of matters by the executive board, since June. The meeting brought out a large number of members. Following the dinner that had been provided by the entertainment committee, President Schmidt called the meeting to order.

A matter of much interest to lumbermen—that of the proposed increase in freight rates—was gone into thoroughly and the river and rail committee, through Chairman W. J. Eckman, made a full report, submitting a protest to be filed with the Interstate Commerce Commission. The request was heartily endorsed and the protest forwarded to Washington. One of the most important matters that came up for discussion was the proposed tax on freight bills to meet expected deficits in the United States Treasury, and the club was almost unanimous in protesting against what is considered an unequal distribution of the burden. Secretary Bolser was instructed to at once wire both of the senators from Ohio, also both congressmen from this district, protesting against the passage of such a tax and requesting that these gentlemen do all in their power to prevent the measure becoming effective. All lumbermen present were perfectly willing to stand any just portion of tax that may be necessary, but do not think that freight bills are the place to get the money, claiming the distribution would be very unequal. This was a very long and successful meeting, much having been accomplished, and President Schmidt proposes to keep his committees busy during the balance of the year.

### Convention of Hoo-Hoo at the Panama-Pacific Exposition

That the Concatenated Order of Hoo-Hoo will hold its 1915 convention in connection with the Panama-Pacific International Exposition was the message wired to the local lumbermen's headquarters recently by Frank W. Prower of San Francisco, who is the high priest of Osiris of the Hoo-Hoo. San Francisco won over six other cities. This great association of lumbermen, with 15,000 members in fifteen countries, is expected to bring 1,000 people to the exposition, the meeting time being the ninth hour of the ninth day of the ninth month. Sessions will be held in the unique rustic house of Hoo-Hoo, which has been planned to be built of every sort of log in use on the Pacific coast, at a cost of $50,000. It will be located close to the Buchanan street entrance in the South Gardens, just south of the palace of horticulture. In addition to exhibits of every sort of lumber and lumber product, it will contain a convention hall with a seating capacity of over 400, designed to accommodate most of the lumber conventions which will meet at the exposition next year—over a dozen in number. These will include, beside the Hoo-Hoo, the National Lumber Manufacturers' Association, the Hardwood Manufacturers' Association of the U. S., the West Coast Lumber Manufacturers' Association, the Western Pine Manufacturers' Association, the Northern Hemlock and Hardwood Manufacturers' Association, the Michigan Hardwood Manufacturers' Association, and others. September 9 has been set aside as Hoo-Hoo day at the exposition.

### Memphis Club Resumes Meetings

The first regular meeting of the Lumbermen's Club of Memphis for the fall season was held at Hotel Gayoso September 15. The last meeting prior to this was held May 20. The lumbermen had not been able to get together for a friendly discussion of matters of particular interest to themselves for quite a long while with the result that the attendance was of record proportions. J. D. Allen, Jr., was in the chair and the usual luncheon was served and thoroughly enjoyed. The minutes of the last meeting were read and approved and the same course was taken in connection with the minutes of a special meeting of the board of directors held during the suspension of the summer gathering.

The statistics committee, through J. Stanley Williford, chairman, said that it would have its report ready for publication within the next thirty days.

G. C. Ehemann, chairman of the resolutions committee, advised the club of the resolutions of sympathy which had been drawn up by himself and associates in connection with the death of T. B. Allen, formerly of Memphis and more lately of Texas. Mr. Allen was both a charter and an honorary member of the club and very sincere regret was expressed in connection with his demise.

Harry J. Stimson, chairman of the information committee, said that a communication had been received from the Department of Forestry of the United States indicating that pecan could be sold as hickory. He also reported that information had been received from the Yale School of Forestry to the effect that this institution was open and was ready to impart a practical and full knowledge of lumber and forestry to all who attend.

A communication was read from the Lumbermen's Club at Evansville (Indiana) asking the local organization to use its best efforts toward securing a longer time for final shipping in connection with the milling-in-transit privilege allowed by the Louisville & Nashville Railroad. It would seem that practically all of the other roads grant an unlimited time for final shipping, whereas the Louisville & Nashville stipulates one year. This was referred to the river and rail committee.

The auditorium committee of the Business Men's Club, according to the report of the secretary, advised the Lumbermen's Club of its appreciation of the support rendered by the latter in connection with the movement looking to the erection of a suitable auditorium in Memphis.

F. E. Stonebraker, chairman of the special committee in charge of the finishing and furnishing of the rooms in the Business Men's Club to be used as official headquarters of the Lumbermen's Club, reported that everything was in order and that a register had been placed for the use of visitors. A stenographer has been placed in charge of these rooms and will show visitors through them. These rooms have been finished in specimens of practically every hardwood lumber produced in this part of the country and they are expected to be a splendid advertising medium since they furnish an accurate illustration of what can be accomplished in the way of interior finish with the various woods employed.

### Philadelphians Express Themselves on Federal Measures

As the National Rivers and Harbors Congress recently addressed a number of queries to the Lumbermen's Exchange of Philadelphia, a special committee was appointed at a recent meeting of the exchange, which answered the questions emphatically as follows:

Do you consider the whole scheme of rivers and harbors improvements a business and a just?

Answer: No, decidedly no. The water borne commerce of the United States can be developed only by intelligent improvements of our rivers and harbors.

Would it be correct to apply this charge to the improvements of the Delaware River?

Answer: No, the improvements made to the Delaware river have been of great value, not merely to Philadelphia and Pennsylvania, but to the entire country. The Delaware river is one of the gateways of the country through which imports and exports pass to and from the interior towns of the United States.

Were the appropriations for these improvements secured solely for the political advantage of some senator or representative in Congress, and if so, whom?

Answer: No, the appropriations for the making of these most necessary improvements to the Delaware river have been secured partly through the efforts of senators and congressmen representing the state of Pennsylvania at Washington. That the urgent nature of the necessary has been recognized by practically every senator and congressman from Pennsylvania for an indefinite period. Had the representatives of Pennsylvania not worked to secure such appropriations they would have failed in their duty to the state and to the country.

What benefits have been derived, or are expected to accrue, from the waterways improvements in your vicinity?

Answer: As stated above, the improvements to the Delaware river are necessary for a gateway of the country for its imports and exports, and are not of merely local benefit.

Are there any waterways projects adopted by Congress or recommended by the Army Engineers, with the facts concerning which you are entirely familiar which you consider unwarranted? If so, please name them, and give the reasons for your conclusions.

Answer: We are not familiar with any waterways projects recommended by the Army Engineers that they do not contain merit. The thoroughness of the examination by the Army Engineers and the conservative manner in which they handled the numerous projects, good and bad, submitted to them by Congress has given us a high opinion of their ability. We believe it is true that bills covering very unwise and most absurd projects are submitted by its own members to the House of Congress. It is to the credit of the Army Engineers that so many such bills fail to receive favorable consideration by Congress.

Kindly add any remarks as make any suggestions that occur to you.

The Lumbermen's Exchange of Philadelphia desires further to record its

### Meeting of Board of Governors National Manufacturers' Association

## With the Trade

### New Chicago Company

orders for lumber and other similar products, will add a consulting service for the most efficient and economical use of the raw material, wood. This phase of the work, which will be entirely gratis to the clients of the company, contemplates a complete and detailed technical report on the present use of wood with recommendations for increasing the efficiency of substitution of entirely new species, which in view of their physical and mechanical properties, may be even more suitable for the purpose required than the woods which are in use at present.

Many factory buyers, who have kept in touch with the rapid development of railroad building in this country, which has meant the opening up of new forest regions, have been able to materially reduce the cost of their raw material by the introduction into their factory of the new and cheaper woods thus thrown on the market. Others, however, have not been so progressive and have continued to use the woods from which their products were originally made, even though they have become scarce, and, consequently, much higher in price. Furthermore, it has been found profitable in many factories to utilize material which formerly has been wasted. This is done by installing additional machinery to make smaller products, or by passing the waste on to another factory for its raw material. An interesting example of this method of utilization is the interchange of wood by a brush factory and a spool manufacturer, one of whom wanted the red heart wood of the birch log and the other the white sap wood. Some factories burn their sawdust and shavings and other refuse as wastefully as possible under large boilers for the production of power (usually just enough for their own needs); others burn it economically in gas producers and sell their surplus power at a good profit.

Many wood consumers experience difficulty in properly seasoning and preparing their raw material; others find that a car load of presumably the same kind of wood as always used, does not measure up to the past standard, forgetting, or possibly not realizing that due to soil, climate, and other conditions, the white oak that grows in Mississippi is not the same as the white oak that is produced in Indiana.

The Standard Wood Products Company, with its experienced technical forest engineers, is in a position to render a service to wood consumers in the field of work just discussed which cannot fail to be profitable to them. It is given an opportunity of buying annual requirements, guaranteeing to make purchases as cheap, or cheaper, than are made at present. By reason of its thorough knowledge of the various forest regions; of the physical and mechanical properties of the commercial and semi-commercial woods; of the technical requirements in strength, stiffness, weight, grain, durability, hardness, etc., of various manufactured wood products; and by means of its information on logging, manufacture, freight rates, and methods of marketing, the Standard Wood Products Company is able to render a character of service to the consumers of wood which they have never enjoyed heretofore.

The affairs of the company will be under the immediate supervision of H. S. Sackett, formerly chief of the Office of Wood Utilization, United States Forest Service, whose wide and practical experience in the industrial use of wood, insures a maximum of efficient service to the company's clientele.

### Serious Fire at Fenton, Mich.

On September 17 fire of unknown origin wiped out five buildings comprising the A. J. Phillips factory at Fenton, Mich., causing a $10,000 loss

### New North Carolina Mill

North Carolina to operate at Oriental, Pamlico county, N. C. The com- the accredited incorporators.

### Foreign Bicycle Handles

bicycle handles for the foreign trade when the war began, and orders stopped so suddenly that the factory closed. It was able to pick up other

### Receivers for Michigan Company

appointed by the superior court of Pender County, North Carolina, for the Crocker-Buell Lumber Company, of which Frank Buell of Bay City, is one of the principal owners. The company is a Michigan corporation, with its home office in Bay City, but its business is conducted in North Carolina. The company has a sawmill at Bannerman's Bridge, which has a capacity of 60,000 feet per day, and owns large tracts of land and timber in North Carolina.

The receivers are F. M. Dobson, who represents the creditors and Jay H. Buell, who will represent the company's interests. It is said that inability to realize quickly on its assets and pressing demands of some small creditors forced the application for a receivership. A Wilmington, N. C., paper, at which city the company has its principal office, says the hope is expressed by those interested that the company's difficulties will be short lived, and that it will be enabled to resume business in a short time.

### Wood in Storage Batteries

The Electric Storage Battery Company, Thirty-fifth and Shields avenue, Chicago, manufactures various kinds of storage batteries for electric use. The Chicago factory is mainly an assembling one, the main plant being located at Philadelphia, Pa. In the manufacture of storage batteries the company uses a large amount of wood in the form of veneer. This veneer varies in thickness from 1/16th inch to 5/16th, and in the finished product the sizes run from 4x5 inches up to 42x78 inches. The wood is used for separators which prevent the metal parts of the battery from touching. For this purpose a wood is desired which is as near acid proof as possible. The manager of the factory says that poplar and gum, and also another wood called "gulf," are now being used. What this latter wood is, he did not know, but it is undoubtedly cypress. The manager said the company had experimented with a good many kinds of wood and really liked redwood as well as any, but found it rather high priced f. o. b. Philadelphia. Before using, the wood is given a treatment, the purpose of which is to remove all mineral matter from the wood. No treatment is given to make it acid proof.

The company has also tried substitutes for wood in the form of pulp, hard rubber fibre, etc., but has found nothing as suitable as wood veneer. The Chicago branch uses many millions of wood separators annually and no doubt the Philadelphia factory consumes more than a million board feet of material in the course of a year.

### Death of George W. Ransom

lumberman of that name, died at the home of his daughter at Shelbyville, Tenn. Mr. Ransom was a lumberman before his retirement from active business, and is the father of various members of the organization of John B. Ransom & Company, all of whom are still living with the exception of the late John B. Ransom. He is also survived by two daughters, Mrs. J. R. Frierson and Mrs. Gladstone Wardlaw.

Mr. Ransom has had a varied commercial career, having been successful in the various lines in which he operated. He formerly was in business near Murfreesboro, Tenn., and at that point established a cotton broker business with his brother. His first entry into the lumber business occurred in 1875, and he had been prominent in lumber circles ever since. In 1890 he moved to Shelbyville and has not been actively engaged in business since that date.

The funeral services were held at the Methodist Episcopal Church South, at Shelbyville, on Wednesday, September 16. Interment occurred at Murfreesboro in the afternoon.

### New York as a Buying Center

H. F. Davenport, secretary of the Brunswick-Balke-Collender Company, Chicago, importer of foreign woods and of ivory, has addressed a circular letter to the furniture trade, urging a combined effort to change the market for such products from Liverpool and London docks to New York.

For many years the Germans have controlled the bulk of the ivory trade from East Africa. Much against their inclinations they have been compelled, by long established custom, to send this valuable stock to the London docks, where it is assorted into grades suitable for the various trades. The various lots are sold by auction to buyers, many of whom have crossed two continents for the special purpose of attending the sales.

The countries producing ivory, an item of very small consideration as

compared with the excessive rates we are obliged to pay, the South American countries, buy their supplies where they market their product.

"If we want to sell the products of our factories to the South American countries, one barrier should be the advance gained from secession," says Mr. Davenport. "Let the American users of those goods usually sold at the auction sales on the docks in Liverpool or London announce to the shippers in South America that they will only buy f. o. b. New York and that they will refuse in future to patronize the auction sales in London or Liverpool. Those transportation lines which have heretofore monopolized the carrying trade in the interest of Great Britain will be compelled to lay their course toward New York."

Various commercial associations will be asked to act on the movement.

### Michigan Company Adopts Excellent Plan of Selling Cutover Lands

The Williams Brothers Company, Cadillac, Mich., is selling its cut-over hardwood lands on a time payment plan but the company's system is as fair as its business principles are concerned and which gives an opportunity to prospective settlers of clearing farm lands under attractive circumstances, and which also secures for the Williams Brothers Company the sale of such lands at good prices.

The company is selling this land on potato contracts, that is, it takes small cash payments down for a certain area and requires the purchaser to plant three to five acres of new ground each year to potatoes, the proceeds of which, whether large or small, are to be applied on the purchase of the land. This is the only payment required each year. Of course, if the purchaser so requests he may pay in cash any amount at any time, thus reducing his indebtedness and reducing the interest.

This certainly seems to be a common-sense way of disposing of the cut-over land question in the North.

### To Start New North Carolina Mill

It is announced at Knoxville, Tenn., that J. F. Walker of that city has completed arrangements at Asheville, N. C., for the erection and operation of a hardwood sawmill to be located in western North Carolina. It will cost about $25,000.

### Will Replace Foreign Production

As the supply of carbolic acid, which is obtained from England and Germany, is likely to be cut off by the European war, the Barrett Manufacturing Company, Philadelphia,, to which the lumber business owes so much for its production and application of creosote as a preservative of timber against the ravages of insects and deleterious atmospheric influences, is preparing to manufacture this commodity on a scale sufficiently large to supply the steady demand. This company is the only manufacturer of the raw product in this country and is also the largest domestic producer of crystal carbolic acid, which renders it eminently qualified to establish a gigantic plant. To all indications Philadelphia will be the first city in the United States which will be able to supply an enormously increased demand for this product.

## *Pertinent Information*

### Hopeful for Fair Ruling on New Orleans Dock Regulation

The New Orleans Lumbermen's Association, supported by the maritime branch of the Board of Trade, is protesting against the wharf storage charge fixed by the Board of Port Commissioners. Effective September 1, this charge is five cents a square foot per month, with a limit of 250 pounds on the water-side and 500 pounds on the land-side, and unless there is an adjustment of some sort it will work a great hardship on the lumbermen. However, the dock board maintains that when properly stacked the lumber will not be penalized because of the unfortunate situation.

At the outbreak of the European war the Lamb-Fish Lumber Company of Charleston, Miss., operating one of the largest hardwood mills in the world, had eighty cars on the local docks; but has since disposed of twenty-five of this number. The application of the wharfage charge would be severely felt by this company as well as other lumber shippers in this territory.

The dock board takes the position that the wharves were not built for storage purposes, but for freight in transit, and that it has no legal right to make an assessment for storage, but may accept voluntary payment for this privilege. Conferences between the lumbermen and members of the dock board indicate a disposition on the part of the port commissioners to treat the shippers fairly, and it is hoped that an adjustment satisfactory to all may be arranged.

### Important Freight Developments in the South

A number of important questions of interest to the hardwood industry have been in the hands of the Interstate Commerce Commission during the last two weeks.

Complaints have been filed by several consumers of hardwood lumber who get their supplies from Missouri and Arkansas. They call attention to the three territories of destination: Mississippi river gateways, Missouri river points and points in the lime and apple barrel territory in southwest Missouri and northwest Arkansas. There are two territories of origin: north of the Arkansas river where much hardwood is cut and no yellow pine and south of the Arkansas river where both hardwood and yellow pine are manufactured.

The carriers claim there should be uniformity in hardwood and yellow pine rates in the territory involved. The complainants deny this. They say that ninety per cent of the yellow pine is kiln-dried and dressed before shipment, while practically all of the hardwood is shipped in the rough and as a consequence there can be no similarity between the two woods from the carriers' standpoint. It is stated that the earnings per car on hardwood is from $5 to $17 greater than on yellow pine. Hardwood loads heavier, takes any kind of a car and has less damage in transit. For these reasons, as well as other minor ones, it is claimed that there is no sound basis for the hardwood rate now in force being too low, especially when the claim for the raise is made because hardwood rates are lower than those applying to yellow pine. Moreover it is asserted that the yellow pine rates were advanced without proper justification and now an attempt is being made to pull up hardwood rates to the unfair level established by the yellow pine precedent.

One of the contentions of the carriers is that formerly there was a prejudice against southern hardwoods. For this reason they claim that the rate was made very low originally. In this connection, however, no figures were given and no attempt was made to show that the traffic at present rates is unremunerative. Strenuous denial is made to the claim that the advance in rate is being based really on the increase in values of hardwoods.

The original rate, in one case cited, was fifteen cents to Missouri river destinations. Then the haul was by a roundabout way. Since then it has been made direct by the building of new lines but the carriers ask for eighteen cents, or that one cent above the yellow pine, be approved.

The complaints suggest that the real reason for the increase is contained in the carriers statement "to get additional revenue and get the rates nearer where they ought to be."

Pending action the Interstate Commerce Commission has given carriers authority to collect three cents more per hundred pounds on cypress cistern staves than is collected on cypress lumber.

Recalling a former opinion of the commission that a rate must not be higher than that on analogous manufactured wood articles, which move at lumber rates, complaint is made that present rates on club turned spokes are unjust, unreasonable and unduly discriminatory to the extent that they exceed the rates on finished lumber and on numerous other wood articles which are more highly manufactured, more valuable and more likely to damage than club spokes.

Further postponement to the operation of tariff supplement No. 33 to I. C. C. No. 2679 of the Vicksburg, Shreveport & Pacific Railway has been granted by the commission. Operation of the schedules of this line on hardwood and other lumber have been deferred until March 19, 1915.

Carriers have been relieved from long-and-short haul provision on hardwood from intermediate points on the Louisville, Henderson & St. Louis Railway, in Kentucky to points in Central Freight Association territory.

Rates on carload lots of lumber between Lodiburg, Kentucky, and Indianapolis, Chicago and Columbus, O., have been held as not being unreasonable.

General advances in the rates on hardwoods will be considered at a hearing to be held in Washington October 21.

### Early Decision Expected in Southern Rate Case

It is expected by J. H. Townshend, general manager of the Southern Hardwood Traffic Association, that a decision will be handed down by the end of the week on the petition filed with that body asking for the suspension of the proposed advance of 18½ to 23½ per cent on hardwood lumber shipments from Memphis, Louisiana, Arkansas and Mississippi points to Ohio river crossings.

There is no advance which has been proposed by railroads operating in the southern territory in years which has raised such a vigorous protest on the part of lumber interests in general and the Southern Hardwood Traffic Association in particular. They feel that the advance is altogether unjustified and that it is unreasonable in itself. They also feel that the railroads have chosen a most inopportune time to put this advance in effect, namely October 1 to October 4. Owing to the shortness of the time before the advances become effective, it is necessary that the commission hand down its decision quickly if lumber interests are to be given an opportunity to present their side of the controversy on its merits.

Just how determined the Southern Hardwood Traffic Association really is may be indicated by the fact that there was a conference held here September 22, which was attended by sixty-five of the leading firms in the Mississippi valley, the owners of which are members of the association. This conference was to have been held some days ago, but was delayed so that as large attendance as possible might be present. In addition to the sixty-five, a number of outside organizations were represented, including the Gum Lumber Manufacturers' Association, the Cincinnati Lumbermen's Club and the Cairo Chamber of Commerce. The Gum Lumber Manufacturers' Association will be represented by Jno. M. Pritchard. The

session, however, was executive, and nothing was given out for publication excessive charges of one cent per hundred pounds on 165 cars of lumber purpose of securing reparation for an alleged overcharge on shipments of

### Discrimination Charged

proposition for milling lumber in transit was prepared. The proposition will be put up to the trunk line railroads within the near future by Luther Walter, attorney for the tap lines.

The smaller roads assert that the recent decision of the Interstate Commerce Commission shows discrimination in that the lumber mill that is located on the trunk line railroad cannot make joint rates to cover its haul from the forest. Mills located in the woods, which ship over their own line to the main railroad, are allowed the joint rate.

A joint conference with the trunk lines affected, principally the Wabash, the Missouri Pacific, the Illinois Central, the Rock Island and the Santa Fe will be asked. Should the roads grant the request of the tap lines it will mean reduced rates on lumber from the Southwest to Chicago, affecting a traffic of around 150,000 cars annually. The big lumber companies are back of the move, and it is said that the roads have agreed to discuss the subject with an idea of reaching an agreement with the companies.

### Protest on Proposed Hardwood Rate Advance

The big hardwood mills of Mississippi are protesting vigorously against the proposed increase in rates on oak and gum and cottonwood from points on the Yazoo and Mississippi Valley to St. Louis and Ohio river crossings, effective October 1. All interests effected will work together to have these rates set aside. They claim that few mills can stand such a heavy transportation cost.

One mill maintains that even now it is more profitable to destroy gum trees than to cut and log on a plantation less than one mile from the Yazoo & Mississippi Valley, that is, it does not pay to cut a tract that consists of gum only. Being only moderately strong and stiff, it is not a competitor of hickory, ash, maple or oak, and is not used in the manufacture of vehicles, or where strength and elasticity are required. As a veneer material, there is a fair demand for it. The veneer is nearly all rotary cut, and it is used chiefly for berry crates, packing cases, picture and mirror backing, etc. Many woods are imitated with red gum. It is stained or painted to look like oak, cherry, mahogany and even maple, and figured gum is the closest known imitator of circassian walnut. However, only about two per cent, which is the best grade of heartwood, can be used for this purpose.

The value per thousand feet of the rough sawn gum log is at present about $15.65. In order to obtain this value it is just as necessary to have a market for the lower grades as for the higher grades. In this respect all manufacturers face the common problem—to dispose of low grades.

It required both time and money to establish a market for red gum in foreign countries.

It costs the Lamb-Fish Lumber Company $15 per thousand feet from the time the gum tree is cut until it is manufactured into lumber and loaded into cars at Charleston, Miss. This leaves sixty-five cents for stumpage, with no profit on the investment. Should the mill not be able to market No. 3 common sap, it would be manufacturing lumber at a loss.

Beech, one of the woods that gum meets with strong competition in the Cincinnati market, is found in abundance in West Virginia and along the Appalachian range. There are large quantities in Tennessee and western North Carolina. The maximum rate from local stations west of Clifton Forge, Va., to Cincinnati, is 14.7 per hundred pounds, while the minimum rate from this section is 8.4 per hundred. There is no prospect of an advance in these rates, and beech will continue to sell at Cincinnati at former prices, while gum must be advanced $1 per thousand feet to offset the increase in rates proposed.

The largest cut of chestnut lumber comes from West Virginia, Virginia and Pennsylvania. This is a cheap lumber and is employed as a core or backing on which to glue veneers. The lumber of old mature trees is preferred for this purpose because it is not apt to shrink or swell, and it holds glue. This kind of chestnut is known to the trade as "sound wormy."

section as beech, and is in competition at Cincinnati with gum.

Maple is found over a greater area than any other tree; its range extends over more than a million square miles and touches every state east of the Mississippi. With low freight rates into Cincinnati, an advance manufacturers a large portion of the trade now enjoyed by mills on the Yazoo & Mississippi Valley, and therefore the railroad would suffer along with the mills.

claim that it will be impossible to increase the prices to the extent of this advance—$1.40 per thousand feet.

There are no manufacturing plants of any consequence in Mississippi, Louisiana, Arkansas, southeast Missouri, Tennessee or western Kentucky that utilize the products of the Mississippi gum mills to any extent. Illinois is the second largest woodworking state in the country, and transportation costs to C.F.A. territory either retard or promote the movement of sap gum. Manufacturing costs are already as low as it is possible to make them. The value of the wood, for the purpose for which it is used, can hardly be increased so long as there are other woods obtainable at a lower price and as well suited to the needs of the users.

For the Mississippi hardwood mills to continue operations during the winter months, it is necessary that logging be done between now and the first of December. From December until May heavy rains make it impossible to log at a reasonable cost. It has been the policy of the Lamb-Fish Lumber Company, for example, to do all cutting and logging in the fall months, and place from two to three months' cut in the yard. This company has already ceased logging on account of the European war. During the last few days there has been a slight improvement in the domestic situation, but it is not the purpose of this company to resume operations until it is satisfied that the proposed rates will not become effective. It would therefore be to the railroad's advantage to voluntarily withdraw the proposed tariff so that the lumber trade may take steps towards supplying the mills with sufficient raw material to enable them to keep in operation during the winter months, in the event that there is to be a revival of the domestic trade.

### Lumbermen Not Favorable to Freight Tax

Upon the announcement of the proposed federal bill of levying a war tax on shipment of freights, HARDWOOD RECORD issued a letter to a number of leading hardwood concerns requesting an expression of their opinions on this proposition. While there does not now seem to be the remotest chance that this tax will go through, it is interesting at the same time to note the sentiment as expressed by these concerns, showing their opinion of this method of raising revenue.

Without a single exception our correspondents showed themselves to be directly opposed to the measure, this opposition being based on the belief that this method of taxation would have been unjust and also that the railroads are now carrying more than a sufficient burden.

One concern took a very broad-minded view of the proposition, stating that we should all stand together at this time for anything which would relieve the situation, and that, while they could not express themselves as entirely favoring the tax, they would be willing to share their small proportion of this burden and expressed themselves as believing that others should feel the same way.

It was a relief, however, to know that this direct tax, the broad distribution of which would be difficult, will not actually be consummated.

### Conditions of Award of Philippine Timber Concession

The following invitation for bids for a concession for the cutting of timber on a public forest tract in Tayabas and Camarines provinces, Luzon Island, P. I., has been received by the Bureau of Insular Affairs:

Department of the Interior, Bureau of Forestry.

Manila, July 11, 1914.

Sealed proposals, in duplicate, will be received at the office of the director of forestry in Manila until noon November 14, 1914, and then publicly opened by him in the presence of attending bidders, for the privilege of cutting and removing timber and gathering other forest products, stone and earth, in the public forests located in the Provinces of Tayabas and Ambos Camarines.

The privilege to be granted will, as per sections thirteen and fourteen of the forest act, be in the form of a twenty-year exclusive license agreement to cut and remove timber, firewood, and other forest products, and remove stone and earth from the public forest above mentioned, subject to the payment of charges and taxes as provided by law. Bids should state the size and kind of plant to be used, and date of installation of same; also the minimum output of timber during the first two years and each succeeding year thereafter. No bid will be considered which does not provide for a minimum output of forty-eight thousand (48,000) cubic meters of timber during the first two years, and ninety-six thousand (96,000) cubic meters of timber per year during the third and each succeeding year. Preference will be given to the bidder offering to install the most complete and effective plant most promptly, with the best security for performance. (If two or more bids are equally good, and one of the bidders is actually operating on the tract, preference will be given to the latter.)

[illegible] must be accompanied by a certified check or properly

# H. H. HITT LUMBER COMPANY

**DECATUR, ALABAMA**

Canadian Representative
CONFEDERATION LUMBER & SUPPLY CO.
St. Catherines, Ont.

Eastern Representative
W. F. BIXBY, Jamestown, N. Y.

## *THE VERY BEST*

## Hardwood Lumber Hardwood Flooring

*Prompt* HITT QUALITY THE HHH BRAND HARDWOODS *Shippers*

Our four band mills have a capacity of 150,000 feet per day. We ship a Straight National Grade. Our stock will please you. Our Hardwood Flooring Plant has a capacity of 50,000 feet per day. We ship the best Hardwood Flooring on the market. Send us an order.

We have at present a well assorted stock of

**15,000,000 Feet of Fine Quartered White Oak, Plain White and Red Oak, Poplar, Ash, Tupelo and Sap Gum**

*Partial Dry Stock List*

| QUARTERED WHITE OAK | PLAIN WHITE OAK | PLAIN RED OAK |
|---|---|---|
| 50M ft. 4/4 1s & 2s | 100M ft. 4/4 1s & 2s. | 220M ft. 4/4 1s & 2s |
| 200M ft. 4/4 No. 1 Com. | 20M ft. 5/4 1s & 2s. | 100M ft. 5/4 1s & 2s. |
| 50M ft. 4/4 No. 2 Com. | 300M ft. 4/4 No. 1 Com. | 300M ft. 4/4 No. 1 Com. |
| | 60M ft. 5/4 No. 1 Com. | 60M ft. 5/4 No. 1 Com. |
| | 60M ft. 4/4 No. 2 Com. | 130M ft. 4/4 No. 2 Com. |
| | | 20M ft. 5/4 No. 2 Com. |

| RED GUM | SAP GUM | BAY POPLAR |
|---|---|---|
| 10M ft. 4/4 1s & 2s | 300M ft. 4/4 No. 1 Com. | 30M ft. 4/4 1s & 2s |
| 30M ft. 4/4 No. 1 Com. | 30M ft. 5/4 No. 1 Com. | 160M ft. 4/4 No. 1 Com. |
| 10M ft. 5/4 No. 1 Com. | 75M ft. 6/4 No. 1 Com. | 100M ft. 4/4 Log Run Beech |
| 70M ft. 4/4 No. 2 Com. | 500M ft. 4/4 No. 2 Com. | 100M ft. 6/4 Log Run Hickory |
| | 60M ft. 5/4 No. 2 Com. | 30M ft. 8/4 Log Run Hickory |
| | 120M ft. 6/4 No. 2 Com. | |

*Send Us Your Inquiries*

of Forestry within thirty (30) days after the execution of the license

Philippine currency, which sum shall be spent in providing two or more forest guards, who shall be employed under the direction of the director of forestry or the local forest officer in preventing fires, caingin-making and

10. That all timber be measured and appraised in the woods, or at the mill before sawn, at the discretion of the director of forestry.

11. If the successful bidder does not take advantage of the terms of the license agreement within six months from the date of its approval, it may be declared null and void, and the security forfeited.

Information regarding the public forest tract may be secured from the Director of Forestry.

year license for a forest tract in the Province of Tayabas and Ambos Camarines."

scattered throughout this area.

## June Imports and Exports

| Kind. | Value. |
|---|---|
| | $ |
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| | |
|---|---|
| | $ |
| Hewed and sawed timber | 979,655 |
| | |
| | |
| | |
| | |
| Barrel shooks | 67,750 |
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## Latest Reports of Surpluses and Shortages

The last report of the American Railway Association, dated September 22, showing a statement of car surpluses and shortages, gives the total sur-

## Building Operations for August

of initial financial shock, new construction was entered into almost fully equivalent to that undertaken during the corresponding month last year.

cities throughout the country during the month of August, received by

pared with $56,741,035 for August, 1913, a loss of 4 per cent. This, how-

that had it not been for the foreign turmoil, August would doubtless have shown a substantial gain. Earlier in the year there had been comparative losses. Not all cities, however, have shown recession in point of activity. Gains are shown in thirty-three cities, among which with percentages the following are rather notable: Cincinnati, 124; Paterson, 347; Salt Lake

For the first eight months of the year the total cost of building permits, issued in 72 cities total $490,561,593, as compared with $523,166,865 for

detail is as follows:

| | | | | |
|---|---|---|---|---|
| | | | | Loss. |
| | | | 50 | |
| | | | | 17 |
| Atlanta | 1,012,846 | 811,881 | | |
| | | | 60 | |
| | | | | 6 |
| | | | 50 | |
| | | | | 64 |
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| | | | | |
| | | | 124 | |
| | | | | 43 |
| | | | 63 | |
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| | | | | 23 |
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| | | | | 10 |
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| | | | | 59 |
| | | | | 11 |
| | | | 6 | |
| | | | | 69 |
| | | | | 38 |
| | | | 88 | |
| | | | | 30 |
| | | | 82 | |
| | | | | 63 |
| | | | 50 | |
| | | | | 45 |
| | | | | 47 |
| | | | | 21 |
| | | | 70 | |
| | | | 91 | |
| | | | | 20 |
| Montreal | 1,456,470 | 1,458,961 | | |
| | | | 61 | |
| | | | | 12 |
| | | | | 24 |
| | | | 61 | |
| | | | | 62 |
| | | | 1920 | |
| | | | 347 | |
| | | | 97 | |
| | | | | 27 |
| | | | | 64 |
| | | | | 40 |
| | | | 226 | |
| | | | | 12 |
| | | | 118 | |
| | | | | 26 |
| | | | | 17 |
| | | | 193 | |
| | | | 169 | |
| | | | | 20 |
| | | | 85 | |
| | | | 2 | |
| | | | 97 | |
| | | | | 45 |
| | | | | 9 |
| | | | | 58 |
| | | | | 23 |
| | | | | 20 |
| | | | | 42 |
| | | | | 70 |
| | | | 181 | |
| | | | | 4 |

## Movement to Purchase White Mountain Reserve

of 33,000 acres in the White mountains was approved, the price

agreed upon being $4.62 an acre, including land and timber. These areas are in two separate tracts, both in Grafton county, New Hampshire, the larger containing 31,000 acres on the watershed of the Pemigewasset river. The land runs from 700 to 4,500 feet in elevation.

Most of the conifers have been cut for wood-pulp, but there are good stands of beech, birch and maple of considerable value. With fire kept out, there is said to be an excellent promise of a new stand of spruce.

The smaller area consists of about 2,000 acres, contiguous to land already approved for purchase. The price of this 2,000 acres is $4 per acre. The forest has been cut of considerable northern hardwoods, although some spruce remains from the original stand.

At the same time these White mountain areas were approved of, the commission approved of the purchase of the Pisgah Mountain forest in North Carolina, on the George Vanderbilt estate.

### New York State Bars Wooden Cars from Electric Roads

The Public Service Commission of the state of New York issued an order recently prohibiting the use of wooden cars for the transportation of passengers on electrically driven trains. The order went into effect September 15.

The Long Island Railroad is more seriously affected by the order than any other line, as it operates more electrically driven cars than any other road in the state.

This is another indication that the lumbermen are losing out in this direction rapidly.

### Increasing Timber Values Indicated by Assessments

Decided increases have been made in the assessment value of class A hardwood timberlands in Louisiana. Some decrease has been made in class B lands. Compared with the taxes of last year the assessments are as follows:

Hardwood timberlands, class A, for 1914, 515,490 acres, average value, $8.02, assessment, $4,137,989. For 1913, 326,185 acres, average value, $8.08, assessment, $2,637,621.

Hardwood, class B, for 1914, 736,649 acres, average value, $6.01, assessment, $4,427,782. For 1913, 1,064,290 acres, average value, $5.64, assessment, $6,007,571.

Hardwood, class C, for 1914, 1,663,765 acres, average value, $2.29, assessment, $3,841,005. For 1913, 1,360,571 acres, average value, $3.10, assessment, $4,229,852.

Hardwood, denuded, for 1914, 1,273,106 acres, average value, $2.07, assessment, $2,623,204. For 1913, 1,502,754 acres, average value, $2.15, assessment, $3,813,065.

Cypress, class A, for 1914, 66,206 acres, average value, $26.56, assessment, $1,750,622. For 1913, 71,337 acres, average value, $26.75, assessment, $2,074,531.

Cypress, class B, for 1914, 66,220 acres, average value, $19.19, assessment, $1,224,578. For 1913, 80,659 acres, average value, $18.07, assessment, $1,457,397.

Cypress, class C, for 1914, 83,895 acres, average value, $11.54, assessment, $967,197. For 1913, 100,961 acres, average value, $10.51, assessment, $1,061,250.

Cypress, class D, for 1914, 94,057 acres, average value, $5.16, assessment, $217,798. For 1913, 106,785 acres, average value, $5.32, assessment, $568,872.

Denuded cypress lands, for 1914, 1,296,160 acres, average value, $1.63, assessment, $2,118,829. For 1913, 1,225,083 acres, average value, $1.50, assessment, $1,842,080.

Virgin pine timberland, class A, for 1914, 250,405 acres, average value, $25, assessment, $6,485,213. For 1913, 239,026 acres, average value, $25, assessment, $5,976,840.

Virgin pine timberland, class B, for 1914, 417,825 acres, average value, $19.99, assessment, $8,354,170. For 1913, 402,959 acres, average value, $20, assessment, $8,059,571.

Virgin pine, class C, for 1914, 624,064 acres, average value, $14, assessment, $8,750,640. For 1913, 717,972 acres, average value, $13.93, assessment, $10,005,228.

Virgin pine, class D, for 1914, 1,070,351 acres, average value, $6.04, assessment, $6,475,252. For 1913, 1,266,105 acres, average value, $6.02, assessment, $7,625,002.

Denuded pine lands, for 1914, 1,502,216 acres, average value, $2.07, assessment, $9,361,003. For 1913, 4,267,543 acres, average value, $1.82, assessment, $7,800,499.

### Car Ferry to Cuba

On September 30 a vessel will be launched at the Cramps ship yard, Philadelphia, which is designed to carry thirty loaded cars between Key West and Havana. By this arrangement cars may be loaded on any railroad in the United States, and without further handling, the loads may be delivered at any railroad station in Cuba. This will shorten both the time and expense of carload shipments from one country to the other. The distance between Key West and Havana is ninety-six miles, and the ferry-boat will cross in eight hours. Ample provision has been made to protect the cars while on the boat against damage due to the rolling motion of the vessel.

Lumber is one of the heaviest commodities shipped between the United States and Cuba. Mahogany and Spanish cedar come to us from the island, and large amounts of southern yellow pine and considerable quantities of other woods are sent from this side.

### American Furniture in Ecuador

Consul-General Frederic W. Goding, reporting from Guyaquil, Ecuador, says there recently arrived from the United States 3,000 school desks, which were purchased by the Ecuadorian minister for education for use in the public schools of that country. The importation was made by the Ecuadorian department of education direct, and the secretary of the ministry came from Quito to personally receive the furniture.

### Fine Hardwoods in Royal Cars

The London Timber Trades Journal contains an account of the woods with which railway cars for the English royal family are finished. In the principal carriage the royal compartments are variously treated,


**The White Lake Lumber Co.**

Peoples Gas Bldg., CHICAGO, ILL.

**Northern and Southern Hardwoods**

CAR STOCK

WHITE PINE YELLOW PINE

*High Quality—Prompt Delivery*

WE WANT TO MOVE AT ONCE

10 cars 1" No. 1 Common Basswood
5 cars 1" No. 2 Common Basswood
30 cars 1" Red or White Oak, all grades
40 cars 1" Red and Sap Gum, all grades
*Send us your inquiries* The last two items are but one-half dry

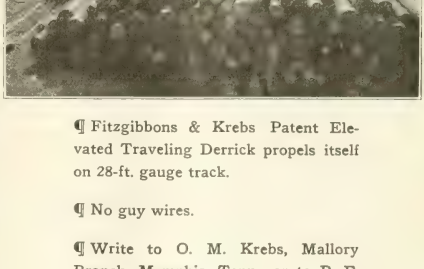
**Rockcastle Lumber Co.**

**C. L. Ritter Lumber Co.**

OAK—Plain and Quartered, RED AND WHITE
POPLAR CHESTNUT BASSWOOD

**Anything in Hardwoods**

**Huntington West Virginia**



¶ Fitzgibbons & Krebs Patent Elevated Traveling Derrick propels itself on 28-ft. gauge track.

¶ No guy wires.

¶ Write to O. M. Krebs, Mallory Branch, Memphis, Tenn., or to P. F. Fitzgibbons, Chattanooga, Tenn., for pamphlet fully illustrating and explaining the derrick.

Also ask for list of users.

trades.

Heavy Working

wheel. It will be found that a

Furniture Exhibit

Asheville is regarded as the best point in the state for securing to the exhibitors the widest possible publicity.

Seeking the Best

School buildings in Santa Barbara County, Cal., are being floored with finding out where the best is and then procuring it. This flooring comes

New Use for Wood

It says the waste walnut from veneer mills is made into gun locks. This includes both Circassian walnut and the American black walnut.

# *Hardwood News Notes*

## *MISCELLANEOUS*

The Southern Fixture & Cabinet Company, Atlanta, Ga., is reported to be out of business.

Motor Company, Detroit.

Fire destroyed the woodworking plants of F. B. Leonard and Leonard & Leonard at Metropolis, Ill., burning 100 feet of the Burlington bridge incline. The loss was $50,000.

The Virginia Lumber Company has been incorporated at Norfolk, Va., with a capital stock of $50,000.

The Modern Woodworking Company has been incorporated at Louisville, Ky., with a capital stock of $20,000.

The Carrollton Furniture Manufacturing Company at Carrollton, Ky., has increased its capital to $200,000.

A company with $100,000 capital has been incorporated at Los Angeles, Cal., to handle Philippine hardwoods.

The California Hardwood Finish Company, capitalized at $50,000, has been incorporated at Los Angeles, Cal.

At Cornell, Wis., the Cornell Wood Products Company has been incorporated with a capital of $2,500,000.

The Borneo Islands boast a telegraph line constructed of mahogany and ebony poles. This is the most valuable telegraph line in existence.

The Southern Hardwood Lumber Company of Memphis, Tenn., with offices in the Randolph building, is reported to have discontinued business at Mem-

Announcement has been made of the incorporation of the Sanitary Veneer & Barrel Company at Little Rock, Ark., with a capital of $500,000.

Architects have completed a plan for a new addition to the South western Furniture Company at Tell City, Ind. The new structure is to be four stories high.

The Cornish-Bell Furniture Company of Little Rock, Ark., has been incorporated with a capital stock of $10,000, of which $5,000 has been subscribed. L. E. Cornish is president; J. R. Bell, vice-president, and C. C. Bell, secretary-treasurer.


**LABORERS FREE**

Swampers, Cant-hook men, and good men for general labor work.

We have good men on hand to work around sawmills and lumber yards by the day or by month.

Write all particulars in your first letter, wages, working conditions, etc.

Long Distance Phone Franklin 3529

**Diamond Labor Supply Co.**

32 So. Canal Street, Chicago, Ill.

"ANDREWS" Dried Lumber is Better Lumber

**"ANDREWS"**

Products Represent Perfection, Reliability, Results

"Andrews" Moist Air Lumber Driers | Condensing —OR— Ventilated

Perfect Transfer Cars

Perfect Dry Kiln Trucks

Canvas Dry Kiln Doors

*Write for Information*

DRIER DEPARTMENT

The A. H. Andrews Co.

115-117 S. Wabash Avenue

CHICAGO, ILLINOIS

**AT HALF PRICE**

**STEAM SKIDDER AND LOADER COMBINED**

Clyde Modern Equipment. Used about sixty days. Operations discontinued. No further use for it

For Particulars Write

**GOGEBIC LUMBER CO.**

GRAND RAPIDS, MICH.

## CHICAGO

Max L. Pease of the Galloway Pease Company, Poplar Bluff, Mo., was in Chicago a couple of days this week on business.

W. H. Weller, secretary of the Hardwood Manufacturers' Association, Cincinnati, Ohio, was among the visitors in Chicago this week.

The tournament committee of the Lumbermen's Club of Chicago announces the fall tournament and handicap pocket and three-cushion billiard, which will open September 28. The entry fee is one dollar and the entries will close on September 26.

J. C. Rodahaffer, sales manager for George W. Hartzell, manufacturer of walnut and rough and finished hickory wagon woods, Piqua, Ohio, has been spending several days in Chicago during the last week. Mr. Rodahaffer reports he has worked up considerable business in the latter part in which he was principally engaged in this line. He also states that his company is going to manufacture a considerable quantity of the stock and a large amount of genuine Ohio and Indiana hickory which will be cut this winter.

Walter N. Kelley, Detroit, Mich., was in Chicago a week ago.

Hugh McLean of Buffalo spent several days in Chicago a week ago on a business trip and in attendance at the meeting of the executive board of the National Hardwood Lumber Association.

D. L. Kline of the Louisville Veneer Mills, Louisville, Ky., spent several days in Chicago last week on a business trip. Mr. Kline also attended the conference of prominent members of the National Veneer & Panel Manufacturers' Association.

B. W. Lord, president of the Chicago Veneer Company, Danville, Ky., and also president of the National Veneer & Panel Manufacturers' Association, was in Chicago on a few days last week.

Lawrence Ford of the Goodlander-Robertson Lumber Company, Memphis, Tenn., attended the recent meeting of the National Hardwood Lumber Association's officers at Chicago.

O. C. Lemcke of the Underwood Veneer Company, Wausau, Wis., was in the city during a part of this week.

A. E. Gorham of Gorham Brothers Company, Mt. Pleasant, Mich., attended the meeting of the officers of the National Veneer & Panel Manufacturers' Association in this city last week, as did M. C. Dow of the Goshen Veneer Company, Goshen, Ind.

Berry Norman of the Norman Lumber Company, Louisville, Ky., who is in charge of the Holly Ridge, La., operations of this concern, was in Chicago for a few days a week ago.

F. W. Hanley of the Williamson Kraus Mill & Lumber Company, Mound City, Ill., spent about a week in Chicago and vicinity a few days ago.

J. S. Stearns, president of the Stearns Salt & Lumber Company, Ludington, Mich., passed through Chicago a week ago, stopping off for a few days for a business conference.

G. Von Platen, Grand Rapids, Mich., president of the Von Platen Lumber Company, Iron Mountain, Mich., was one of the prominent northern visitors to the Chicago market.

Oscar Babcock, vice-president of the Babcock Lumber Company, Pittsburgh, Pa., was in Chicago recently conferring with J. H. P. Smith, in charge of the Chicago office of the Babcock interests.

O. T. Swan of the Forest Service, Washington, D. C., passed through Chicago a few days ago on his way to the Pacific coast.

## NEW YORK

The R. E. Wood Lumber Company, Baltimore, has again entered the New York market with permanent headquarters in charge of O. J. Mann. The local office is at 1 Madison avenue. Mr. Mann has been a frequent caller in New York for nearly ten years and knows the trade and its wants thoroughly. He came recently from Baltimore where he was temporarily in charge of the sales department of the Wood business. He will make a specialty of hardwoods manufactured at the R. E. Wood mills in West Virginia and Tennessee, and some white pine and hemlock.

It looks like real good times when we find a hardwood flooring man extending his warehouse in order to better meet his customers' demands. But this is what W. D. Magovern is doing. Mr. Magovern is building this new addition to his large warehouse on Eleventh avenue at Fifty-eighth street and expects it to be ready for occupancy by October 1. It will enable him to carry half a million feet more than formerly. He handles Thomas Forman oak and maple and Jackson Lumber Company rift yellow pine.

## BUFFALO

Scatcherd & Son's office has been moved to the tenth floor of the Ellicott Square building. Mr. Scatcherd is finding business from the Southwest very quiet. The three big passenger railroad stations in the city, on which J. N. Scatcherd has worked very hard for some years, are making slow progress, being held up by injunctions on the part of small property owners, who seem to be pleased to injure the city as much as possible, without much prospect of gain to themselves.

The Buffalo Automobile Club, of which the lumbermen are active members, is to hold its annual gymkhana on the 26th, with a program of much interest, including several novel features. Besides the different races and contests, there will be a musical program and numerous entertainment features. The chairman of the entertainment committee is I. N. Stewart, who has associated with him the following lumbermen: O. E. Yeager, J. B. Wall, C. W. Betts, J. A. Murphy, G. W. Jennings


**Hooton Hardwood Co.**

Manufacturers and Wholesalers

SOUTHERN HARDWOOD LUMBER, LOGS AND TIMBER

**CHOICE WHITE OAK**

**Even color—soft texture**

7 cars—4-4 1sts and 2nds Plain
12 cars—4-4 No. 1 Com. Plain
5 cars—4-4 No. 2 Com. Plain

Good widths and lengths—Dry

Also large stock all grades and thicknesses plain Red Oak

**Terre Haute, Indiana**

**Revived Inland Navigation**

Our cargo of 350,000 feet of Oak and Gum from our Jeffris, La., mill on its way up the Mississippi River on the new Gas Producing, Self Propelled Steel Barge.

This cargo was unloaded at St. Louis, Mo., and Alton, Ill., on August 1st and 2nd

*WE HAVE MORE IN STOCK*

**D. K. Jeffris & Co.**

**CHICAGO**

HARDWOODS
CONCORDIA LAND & TIMBER CO.
Jeffris, La.

YELLOW PINE
MANCHESTER SAW MILLS
Manchester, Ala.

RED GUM
Leading Manufacturers

ARCHER LUMBER COMPANY
HELENA, ARKANSAS
Manufacturers of
HARDWOODS
SEND US YOUR INQUIRIES
We can furnish your entire requirements in Hardwoods
OUR SPECIALTY—RED GUM

ST. FRANCIS BASIN
RED GUM
(Kraetzer Cured)
Flat-Dry-Bright-Band Sawn
*Write for lists and prices*
GEO. C. BROWN & CO., PROCTOR, ARK.
(20 miles from Memphis, on C. R. I. & P. Railroad)

MILLER LUMBER CO.
Marianna, Arkansas
We offer for immediate shipment the following stock
12 months and over dry:
[illegible]
2 cars 5/4 No. 1 Com. Red Gum
[illegible]
10 cars 4/4 13 to 17" Gum Box Boards
THE FOLLOWING NINETY DAYS TO SIX MONTHS DRY:
[illegible]
1 car 4/4 No. 2 Common Plain White Oak
1 car 4/4 [illegible] White Oak Strips
2 cars 4/4 No. 2 Common Plain Red Oak

BLISS-COOK OAK CO.
BLISSVILLE, ARK.
MANUFACTURERS
Oak Mouldings, Casing, Base and Interior Trim. Also Dixie Brand Oak Flooring.
As Well As
OAK, ASH and GUM LUMBER
Can furnish anything in Oak, air dried or kiln dried, rough or dressed
MIXED ORDERS OUR SPECIALTY

[illegible] New York. [illegible]

[illegible]

[illegible] tieth. Conditions are not at all active, it is said, in these markets.

H. H. Salmon & Co. have been among the few hardwood concerns in this territory to get in stock by lake this season, the Kongo recently [illegible]

[illegible] put of many industries that usually are busy during this month.

H. T. Kerr, who has been a Pennsylvania hardwood lumberman since he went into business on his own account, reports that he has lately [illegible] sawed out, and all of which he will market eastward by rail as soon as [illegible]

Anthony Miller states that the hardwood trade is quieter than for some years at this season and that the amount of lumber coming into local yards is also below normal.

Miller, Sturm & Miller have been unloading some hardwood stocks this month, chiefly plain oak. Outgoing lumber is not in as large a volume [illegible]

## PHILADELPHIA

The Philadelphia Lumbermen's Golf Club held its monthly tournament and annual meeting on the links of the Huntingdon Valley Country Club, on September 15. It was a [illegible] with more than usual interest, as at this meeting new officers were to be elected for 1915. The attendance was large. Forty-four members and guests divided into ten four-somes and two two-somes were in fine trim for their favorite sport on these famous links. The result was: best ball with a score of 70 tied by Henry W. Smedley, William P. Shearer, R. Wyatt Wistar and J. Elmer Troth, which will have to be played off at a later date. Henry W. Smedley, with a score of 83, won low gross prize, fifteen golf balls. Low net prizes were given as follows: J. Elmer [illegible] Joseph P. [illegible] 73, fifteen golf balls; Thomas N. Nixon, score 74, twelve golf balls. After the regalement of a sumptuous dinner the annual meeting was called to order by President Eugene W. Fry. Routine business disposed of, the election of officers was in order, which resulted in the election of J. Anderson Ross, president; Eli B. Hallowell, vice-president; Ben C. Currie, re-elected treasurer; J. Elmer Troth, re-elected secretary. Speeches were made by the retiring president, Eugene W. Fry, and the new incumbent, President J. Anderson Ross. The loquacious and versatile Ben Currie discoursed on a number of urgent and interesting subjects. During the rest of the evening the Philadelphia Lumbermen's Golf Club Quartette, which is a new acquisition composed of Thomas E. Coale, Edward F. Henson, S. P. Bowers and Ben C. Currie, very agreeably entertained the members and guests with some choice popular airs. This quartette of creditable singers, with a little more practice, promises to be a very enjoyable feature of the club's entertainments. Another game will be played in October, at the Merion Cricket Club grounds, when decision will be made as to the winners of the president's annual prize and that [illegible]

Thomas E. Coale Lumber Company has removed from the Franklin Bank building to the Bellevue Court building, where it has secured five large, light and airy rooms on the second floor. The B. W. Cross Lumber Company, an allied concern, will also be located in these offices.

John W. Coles has removed from the Real Estate Trust building to the Perry building, where he will have better facilities for conducting his increasing business.

Fire was discovered on the fifth floor of the factory of Henry H. [illegible] Manufacturing Company on September 5. Fortunately, the fire was confined to that floor and damage was not over $2,000.

## PITTSBURGH

E. E. McCall, who organized the Monongahela Lumber Company last winter, has severed his connection with that concern and is now representing the Thomas E. Coale Lumber Company of Philadelphia. He will work on the Cleveland and Toledo trade largely.

The plant of the Atwater Basket and Veneering Company at Atwater, near Ravenna, O., has been sold to M. Leigh of Chicago. P. J. and E. Wilson will remain in charge of the plant at Atwater.

The plant of the Eiler Lumber and Mill Company, at Twenty-third and Wharton streets, was practically burned out on September 14. The loss was $100,000. This company is one of the biggest concerns on the South Side and had the best planing mill on that district.

The Backer Folding Table Company of this city has been organized, with capital of $25,000, by Charles H. Fritch, Arthur J. Backer and Frederick C. Hanford of Pittsburgh. It will manufacture furniture and patented inventions and has a West Virginia charter.

William King, well-known lumberman of Berwick, Pa., has filed a voluntary petition in bankruptcy, and William W. Elmes of Berwick has been appointed receiver. Assets are $48,481.72 and liabilities $43,181.55.

September 12 the wagon-making plant of Robert Beaconbridge, at South Eighth and Bingham streets, South Side, was damaged by fire to the extent of $25,000.

## BALTIMORE

While the export situation gives the shippers to foreign countries more or less concern it is not without encouraging features, as the statistics of the Baltimore Custom House for August, a month that falls entirely within the war period, amply attest. This exhibit demonstrates conclusively that the embargo upon exports is by no means complete and that stocks of lumber and logs are going forward in gratifying quantities, disclosing conditions that raise expectations of some expansion in the movement. That there should have been a marked decline in the shipments as compared with the corresponding month of 1913 will not excite surprise. The remarkable feature of the exhibit is that the recession should have been no greater than it is, amounting to only about 50 per cent, when it might have been far more sweeping. The shipments of oak lumber proved to be far larger than there appeared any reason to expect, and other divisions of the trade also showed up well. To be sure, the fact must not be lost sight of that August in 1913 was a very quiet month, and that for this reason the comparison is not more unfavorable. On the other hand, there is a likelihood that last month the first shock produced by the war was greater and produced a more complete suspension of ocean traffic than the subsequent period will bring. Stocks have been going forward with considerable freedom this month and there is every reason to anticipate that the total will be considerably ahead of that for August.

As indicating the extent of the export movement for September it is instructive to take the shipments on one steamer which left Baltimore for Liverpool. This vessel had aboard 229 pieces of white oak plank, aggregating 17,700 feet, and 192,468 feet of oak lumber, in addition to 7,344 pieces of walnut lumber, aggregating 34,475 feet. At that rate it would not take many vessels to bring the total of oak lumber exported up to the volume for August, for the steamer carried not less than 210,168 feet of oak. Four steamers, each leaving about the same quantity of oak, would make up the 848,000 feet, which constitutes the record for August. All of the steamers leaving for British, Scotch and Irish ports take lumber and logs, and the business may be expected to expand.

The Baltimore Lumber Exchange held its quarterly meeting last Monday evening at the Merchants' Club, on East German street, the event having been delayed one week because of the festivities incident to the Star Spangled Banner celebration. After the business session the members sat down to an excellent luncheon, which did much to promote the spirit of cooperation and unity.

The Maryland Veneer and Basket Company, which operates a plant on East Falls avenue, has awarded a contract for the erection of a brick and steel factory at Westport, a southwestern suburb. The new structure will be 40 by 100 feet, with a boiler and engine room 75 by 75 feet, this building being necessarily large because of the fact that the logs used by the company are steamed. The factory on East Falls avenue has become too small. It was formerly located in the Baltimore jail, convicts being hired as workers. The jail board eventually decided upon supplanting it with some other industry, and Wm. T. Kuhns, the former president, relinquished control.

Among the many floats in the industrial parade of the Star Spangled Banner celebration during the week of September 5, which attracted much attention, were those of the Morgan Millwork Company and F. N. Ganter. The former consisted of a number of the finest doors handled by the establishment, hung so as to show how they look in actual use, while that of F. N. Ganter displayed to great advantage the store, office and bar-room fixtures manufactured by the establishment. Both concerns have been very successful and continue to grow. The headquarters of the Morgan Company, as is generally known, are in Oshkosh, Wis.

It may be of some interest to the hardwood trade to learn that the Broadbent mantel factory, at President and Abeanna streets, where the recently wound-up Broadbent Table Company carried on operations for a time, has been leased for a period of six years by the Union Box Company.

Mann & Parker, Inc., expect by November 1 to vacate their offices on the sixteenth floor of the Continental building, Baltimore and Calvert streets, and take possession of their yard at 612-18 President street. The place, which has been leased for a term of years, runs through to East Falls avenue, and has direct connection with the principal lines of railroad out of the city, and a water front with a depth of 26 feet of water. This will facilitate shipments both by rail and water, and

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(Leading Manufacturers)

Our Corps of Inspectors

Intelligent! Highly Trained!
Conscientious!

is assurance that you will get what your order calls for when you buy Gum from us

Himmelberger-Harrison Lumber Company
Cape Girardeau, Missouri

Baker-Matthews Manufacturing Co.
Sikeston, Mo.

Band Sawn
Southern Hardwoods

SPECIALTIES
RED GUM, PLAIN OAK

SEND US YOUR INQUIRIES

WE OFFER THE FOLLOWING
Band Sawn Stock
4/4 Com. & Better Sap Gum
4/4 Com. & Better Red Gum
6/4 Com. & Better Red Gum
5/4 & 8/4 1s & 2s Red Gum
Quartered and Plain Red and White Oak
This stock contains a good percentage of 14' and 16' lengths and is of excellent widths
W. W. GARY, INVERNESS, MISS.
HARDWOOD LUMBER AND LOGS

OUR SPECIALTY
St. Francis Basin Red Gum
WE MANUFACTURE
Southern Hardwoods
Gum, Oak and Ash
J. H. Bonner & Sons
Mills and Office, QUIGLEY, ARK.
Postoffice and Telegraph Office, HETH, ARK.

**Harris Manufacturing Company**
**Johnson City, Tennessee**
**"Harris" Hardwood Flooring and Lumber**

OUR STOCK OF
*BAND SAWN*
**Southern Hardwoods**
is one of the most complete and largest in the state
We can readily fill any requirement in
**RED GUM**
***Oak, Ash, Elm***
PAINSTAKING ATTENTION TO YOUR INQUIRIES
**THE LANSING CO., Parkin, Ark.**

W. T. THOMPSON VENEER CO.
SAWED
QUARTERED OAK VENEER
**We Have Nothing But Flat Dried Stock**
**EDINBURGH, INDIANA**

**COLFAX HARDWOOD LUMBER CO.**
MANUFACTURERS
ASH OAK CYPRESS GUM
All stock band sawn, well manufactured, carefully graded, good average widths and high percentage of 14 and 16 ft. lengths. No manipulation of grades
Located on La. R. & N. Co.
COLFAX, LA.
Consumers' inquiries desired

**Dermott Land and Lumber Company**
**DERMOTT, ARK.**

[illegible] that time installing a new one [illegible]

## COLUMBUS

[illegible]

[illegible] liabilities.

[illegible] porated with a capital of $30,000 to make barrel heads and other cooper- [illegible]

The State Lumber and Manufacturing Company of Columbus, which [illegible]

[illegible] incorporated with a capital of $25,000 to deal in lumber and timber. J. C. West, James M. Harper, E. M. Bonner, Winfield C. Hancock and R. M. Noll are the incorporators.

At Hamilton, O., the Ervin-Finley Mill and Lumber Company has been succeeded by S. D. Mayer & Co.

Shippers in Columbus and vicinity will vigorously resist what is claimed to be discrimination against the commercial and industrial interests of this section in the proposed advance of five cents in the Central Freight Association territory.

The large veneering mill owned by C. F. Whistler at Hillsboro, O., was destroyed by fire recently, entailing a loss of about $10,000.

The Everett Lumber and Supply Company of North Baltimore, O., has been organized with a capital of $15,000 to deal in lumber and builders' material by A. A. Clay, C. W. Shaw, A. B. Condon, E. E. Bruml and M. E. Roberts. The new concern has taken over the business formerly operated under the name of H. J. Everett. The new owners are from Perryville, O., where they operate a lumber concern under the name of E. L. Clay & Co.

R. W. Horton, sales manager for the central division of the W. M. Ritter Lumber Company, says trade in hardwoods is holding up well under the circumstances. Buying is about equally divided between yard trade and factory demand. Prices generally are well maintained, although there is some shading to force trade. Dry stocks are not very plentiful.

J. A. Ford of the Imperial Lumber Company reports a fairly good demand for all hardwoods at this time of the year.

## TOLEDO

The European war, it is said, will be directly responsible for Toledo becoming the home of an important new factory. This information was received a few days ago by R. B. Crane of the National Bank of Commerce, from the American distributors of Faber pencils. The Faber pencils are made in Germany but owing to the European war, it is announced that the American distributors have decided to build their own plant and have selected Toledo as the home of the new factory because of the city's proximity to the cedar timber used in the manufacture of pencils. It is stated that a plant to cost $200,000 and to employ more than 200 people will be erected. Heretofore it has been impossible to compete with cheap foreign labor but the American distributors believe that the war will remove this cheap labor from the foreign market and enable American manufacturers to enter the competition.

The manual training work in the Canton, O., schools is to be put to practical use and Principal Shelton has promised the board of education to have sufficient teachers' desks made up to equip two new ward school buildings when they are ready for occupancy. The boys will be taught cabinet making in the second year manual training course. Principal Shelton is of the opinion that the boys can turn out desks that will compare favorably with any that can be bought.

Dayton, O., lumbermen are preparing to protest to Congress against the imposition of a proposed three per cent tax on lumber. An amendment for the purpose has been introduced. The lumbermen assert that as they will be compelled to pay a five per cent increase on freight, the additional tax would be burdensome and unjust.

## MEMPHIS

Russe & Burgess, Inc., announce that they will have their new band mill in North Memphis ready for operation within the next three or four weeks. This firm lost its band mill last May and has been busy since that time installing a new one to take its place. It is a double band mill and is equipped with the most modern machinery. This firm was having its sawing done by custom mills when the war broke out. It, however, like all others, has been doing very little in the way of lumber manufacture during the past six or eight weeks. The management recently said it had not decided upon the course in connection with the new mill. There

is a probability that the Iowa saw will be started on completion of the new plant, but whether it will do any considerable amount of cutting will depend largely upon developments in the general situation between now and that time.

Another new mill in North Memphis, [illegible] Lumber Company, is also nearing completion. It is equipped with one band saw and one resaw. These will be driven by electric motors and [illegible] and the new mill is expected to [illegible]. The Cypress River Lumber Company is connected [illegible].

The box manufacturers are continuing to do a very satisfactory business. Their output is much larger than at this time last year and they are quite busy with shipments. They are operating their plants on full time as a general rule and report the demand quite satisfactory. Cooperage interests are also doing a good business. The apple crop is large and there is a big demand for cooperage material for the handling of sugar. The [illegible] also in the market on a [illegible] and altogether the stock cooperage [illegible] finding [illegible] to do to keep their plants engaged at full capacity. In the box situation it may be noted that the demand for [illegible] veneers. For this reason, there has been a disposition recently to cut down production of veneers to some extent.

The Ozan Lumber Company, Prescott, Ark., is operating its plant at only half capacity. One side of the mill has been closed down. A double force is being worked, part of the men being employed half of the time and the other part the remainder. The firm has laid off all its timber forces and its logging trains have also been discontinued for the present.

Inc. M. Welsh, of the Welsh Lumber Company, [illegible], has returned from an extensive selling trip. He went to Lemoore, N. Y., on Long Island, and then traveled [illegible] in a circle west of the Mississippi, including both Canada and the United States. He says that [illegible] and [illegible] brisk at the present time, but that the outlook in the latter territory is good, owing to the high price being received for grain and canned goods of all kinds.

The Acme Building & Supply Company has made extensive improvements in its plant at Meridian, Miss. A new boiler has been installed and the motive power has been very greatly increased. Four woodworking machines have also been added.

The Talladega Lumber Company, Meridian, Miss., has completed its mill at Halsell, Ala. It has a capacity of about 100,000 feet per day. The company have a good supply of timber available for its needs.

## NASHVILLE

The Evansville Lumbermen's Club has appealed to the clubs at Nashville, Memphis and Louisville to join in a fight against the Louisville & Nashville Railroad opposing rates on logs and the refund limit.

Turner, Day & Woolworth Co. of Louisville has established a handle factory at Leiper's Fork, Williamson county. R. M. Owen will manage the plant, which will turn out 125 dozen hickory handles daily.

The Nashville Hardwood Flooring Company and the Tennessee Oak Flooring Company report a good demand for oak flooring. These companies have been having a fine run of business, notwithstanding the war in Europe.

W. D. Sterrett of the United States Forest Service has been in Williamson county to investigate with regard to the number of timber tracts owned by farmers, large and small. The purpose of his trip is to encourage conservation and to bring the farmers into touch with methods of securing the best values for their timber.

The Louisville & Nashville Railroad has sent out notice of new regulations allowing storage, assorting, grading, drying, dressing and reshipping of lumber at Nashville, including points on the main line from Franklin, Ky., to Decatur, Ala., and also on the branch lines.

New rates filed on lumber by the Louisville & Nashville and other railroads in the Southeast to Ohio river points and beyond were the principal subjects of discussion at the last meeting of the Nashville Lumbermen's Club. The new rates provide an increase of 1 cent per 100 pounds, or an average of about 9.6 per cent. T. M. Henderson, commissioner of the Nashville Traffic Bureau, was instructed to file a complaint with the Interstate Commerce Commission against the proposed increase.

George W. Ransom, aged 72 years, died at the home of his daughter, Mrs. Burton Frierson, at Shelbyville, Tenn., Sept. 16. Mr. Ransom was in the lumber business a large part of his life, and was the father of probably the most prominent family of hardwood lumbermen in the South. The late John R. Ransom was his oldest son. He was also the father of A. R. Ransom, now at the head of the large John R. Ransom & Co. interests; McEwen Ransom, Marvin Ransom and Samuel Ransom. All of his sons are prominent in the hardwood industry.

## BRISTOL

Charles F. Hagan of this city, as trustee of the large estate of his father, Col. Patrick Hagan, has just sold off several large boundaries of the Hagan timber holdings in Scott county, Virginia. The property lies along the Carolina, Clinchfield & Ohio railroad and as a result of the sale of the timber a number of new mills will be erected. The Dungannon

**Dimension Stock** We will supply you with CLEAR CUTTINGS of soft Kentucky Oak or Poplar so that they will COST you considerably LESS THAN the same cuttings if BOUGHT AS LUMBER.

*Make Us Prove It*

GARDNER WOOD COMPANY FLATIRON BLDG. NEW YORK, N. Y.

**MEMPHIS**

**L. Sondheimer Co.**

Wholesale Manufacturers and Exporters

RED GUM
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COTTONWOOD
CYPRESS
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PLAIN OAK
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HICKORY
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*All Grades and Thicknesses*

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Veneers: CIRCASSIAN WALNUT AND ALL OTHER FIGURED WOODS
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OAK, POPLAR AND OTHER HARDWOODS
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OAK FLOORING
to be satisfactory must be made by people who "know how" and have shown this ability. We are one of the oldest manufacturers of this product. Our (6)
"Century" LASTS 100 YEARS
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OAK, POPLAR, CHESTNUT
SUMMERS AND GEST STREETS

## LOUISVILLE

tariff, but as an out and out increase, but as a change in rates in com-

handed out, and Louisville given an even break with Cincinnati, but advantage was also taken of the opportunity to revise rates upward. The Louisville Hardwood Club and its individual members have protested to the Interstate Commerce Commission against allowing the new tariff to take effect October 1, as scheduled.

The Louisville Hardwood Club has been asked by the Evansville, Ind., Lumbermen's Club to cooperate with it in an endeavor to have the time limit on milling in transit, which is now fixed at one year, removed entirely, especially in view of present lumber trade conditions. It is pointed out by Daniel Wertz of Maley & Wertz, president of the Evansville organization, that the Illinois Central has no time limit, and it is believed that the Louisville & Nashville Railroad should see its way clear to remove this limit. Under its tariffs, lumber must be shipped out within a year from the time of receiving the logs in order to get the drawback.

The Louisville & Nashville Railroad has attracted much attention by deciding to put a milling-in-transit arrangement on lumber in effect at Nashville, Tenn., according to advices received from members of the hardwood trade of the Tennessee capital. Heretofore the road has restricted such privileges to manufactures from logs, and has not arranged for the application of the through rate with stop-over privileges for grading, sorting or dressing lumber. This is now to be done at Nashville, it is stated, and local lumbermen assume that the road will later on give the privilege to the Louisville market and other points similarly located.

The exhibit of J. E. Barton, state forester, at the Kentucky State Fair in Louisville last week was the largest and most comprehensive yet put on at the fair. In addition to a lot of "home made" material, including an exhibit of members of the Louisville Hardwood Club, who showed a series of boards representing woods native to Kentucky, Mr. Barton had much other matter. Some of the exhibits of the Bureau of Forestry at the Forest Products Expedition, including a graphic representation of the effects of erosion caused by denuding the hillsides, and cases showing ways in which to use sawmill waste, were displayed, as well as a large number of tinted photographs and transparencies. A good many of the latter were broken in transit, and Mr. Barton has about decided not to ship any of them any more. The attendance at the forestry exhibit was good, and school teachers and school children, especially, showed interest in the displays.

The Norman Lumber Company and the Edward L. Davis Lumber Company of Louisville, were among the plaintiffs in proceedings in involuntary bankruptcy filed in the Federal court here last week against the Consumers Lumber Company of Louisville. T. J. Morgan is president of the company, which is capitalized at $10,000, and has quarters in the Keller building. The Morgans were interested in the Tennessee River Hardwood Company, which failed several years ago.

Til Alcorn, who has been operating a sawmill in Morgan and Magoffin counties, Ky., has left the lumber trade for the more remunerative business of running a restaurant at Heidelberg, a lumber town on the Kentucky river.

Floyd Day, the Winchester lumberman, and others have purchased a big tract of timber on Wright's Fork, Letcher county, Ky., and will ship the logs to the mills of the Day Lumber & Coal Co., at Clay City, Ky. The Day interests have also organized the Mountain Central Railway Company, which will build a twelve-mile line from Campton to Campton Junction in eastern Kentucky, for the purpose of opening up a big poplar timber tract which has heretofore lacked transportation facilities.

Charles Stout, engineer for the C. C. Mengel & Bro. Company at Axim,

received at the offices of the company in Louisville.

## ARKANSAS

R. P. Allen, who was selected as special master for the Railroad Commission of Arkansas, in the matter of receiving and making disbursement of claims for overcharges against the Chicago, Rock Island & Pacific Railroad Company, growing out of the competitive in the Arkansas rate cases, has completed his auditing work, and has paid off all claimants, except those whose claims are contested. The amount received by each claimant was a sum equaling 37½ per cent of the amount of his claim, this being the prorated share under the compromise settlement, wherein the railroad company paid $100,000.00 to the Railroad Commission, for the benefit of the claimants, in full settlement of all claims against it. The claims for passenger overcharges will be paid in full, in assignable mileage, as soon as the same can be printed.

The contested claims will be heard on Friday, September 25. These have arisen, for the most part, from claims having been made for overcharges by both the consignors and consignees on the same shipment, and involve many lumber shipments, refund on which both the mills and the retail dealers are claiming.

The Prescott & Northwestern Railroad has offered to pay off all claims against it, for overcharges growing out of the Arkansas rate cases, on the basis of fifty cents on the dollar. The Arkansas Railroad Commission held a special meeting in Prescott on September 15, to hear the affected parties, but no formal acceptance has yet been made.

The Varner Land and Lumber Company, a Missouri corporation which has been doing business in Arkansas for several years, recently sold out its interests to the Carnahan-Allport Lumber Company of Geridge, Ark., and on September 1st the old Varner company filed certificate with the secretary of state, stating that the company had been dissolved.

The Turner Handle Factory at Marked Tree, Ark., was burned September 15. The loss is estimated at $10,000. The amount of insurance carried is not known. The fire originated in the boiler room, and when first discovered was so well under way as to make it impossible to stop it.

## WISCONSIN

The Wisconsin state forestry board has presented a petition to the Wisconsin Railroad Commission for hearing this month regarding the removal of a dam across the Turtle river, nine miles north of Mercer. The Brooks-Ross Lumber Company of Hurley is the owner of the dam.

Prominent La Crosse business men have taken hold of the business until recently conducted as the Woman's Faultless Washer Company and have formed a new concern to manufacture the washer. The factory and equipment, located at Front and Market streets, La Crosse, has been taken over and the business will be conducted under the style of La Crosse Washer Company. An extensive advertising and sales campaign is being put under way to place the washer in the lead. William Doerflinger is president and S. C. Griswold sales manager of the reorganized concern.

An unique contest was recently staged at Eau Claire by the best log artists of the United States and Canada for the world's log rolling championship. A crowd of 6,000 witnessed the tray. William Delyea, Cloquet, Minn., won the championship and established a new record with Art Thompson, Eau Claire, by dumping the latter after two hours and thirty-nine minutes. The former record was one hour and forty minutes. A field of nine gave the fastest exhibition ever seen anywhere.

Mark M. Raymond, Price county lumberman, has leased a portion of a logging road in Lincoln county from the Soo railroad and will operate this portion in logging a large tract in the northwestern section of the county. The line was formerly operated by the Wisconsin Central road and the right-of-way will revert to the company when the logging work is completed.

A new manufacturing company, which will be capitalized at $50,000, is being organized at Racine for the manufacture of a kitchen cabinet and an automobile cooking outfit. The new concern intends to occupy the vacant manufacturing plant on Geneva street and be in operation shortly. Several other patented articles will also be added. The West Side Improvement Association has been interested in the matter and will assist in securing the woodworking plant for Racine.

Harry E. Friend, until recently president of the Goers Cooperage Company and prominent Milwaukee business man, died at his home in this city at the age of 46 years.

Charles A. Bentley, president of the C. A. Bentley Lumber Company and special deputy collector and cashier of customs of the port of Milwaukee for fourteen years, died at the age of 68 years in his home here on Tuesday, September 15.

The Roddis Lumber & Veneer Company of Marshfield is installing a blowpipe system in its plant in that city, which will be one of the largest in the state. The Cyclone Blowpipe Company of Chicago, which installed a similar plant in the Upham factory last year, has the contract.

The Northwestern Barrel Company has filed articles of incorporation with $35,000 capital stock. The incorporators are Milwaukee men, Theodore J. Verden, George H. Brenzel and Thos. F. Hayden.

The Wm. Schuelke Organ Company of Milwaukee, builders of concert, chapel and amusement theater organs, filed a voluntary petition in bankruptcy in the Federal court here. The liabilities are listed at $25,-


**BAND SAWED WISCONSIN HARDWOODS**
**Dry Stock For Prompt Shipment**

| BASSWOOD | BIRCH |
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| 20M 4/4 No. 3 common | 50M 4/4 No. 1 com. & bet. plain |
| 30M 1x3 No. 2 and 3 common | 100M 3/4 No. 1 com. & bet. red |
| 15M 5/4 No. 1 com. and better | 5M 5/4 1st and 2nd red |
| 25M 5/4 No. 1 common | 10M 5/4 No. 1 common red |
| 10M 5/4 No. 2 common | 6M 5/4 No. 1 common plain |
| 20M 5/4 No. 3 common | 3M 6/4 1st and 2nd plain |
| 15M 6/4 1st and 2nd | 15M 8/4 1st and 2nd red |
| 15M 6/4 No. 1 common | 4M 8/4 1st and 2nd plain |
| 15M 6/4 No. 3 common | 6M 8/4 1st and 2nd red |
| **WHITE OAK** | **ROCK ELM** |
| 10M 8/4 No. 1 and No. 2 com. | 50M 8/4 No. 2 com. and better |
| **HARD MAPLE** | |
| 40M 8/4 No. 2 common and better | |

Our 1914 cut of well assorted HARDWOODS AND HEMLOCK will soon be in shipping condition.
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**ARPIN HARDWOOD LUMBER COMPANY**
Grand Rapids, Wis. ATLANTA, WIS.
Saw mills and planing mill at Atlanta, Wisconsin.

**STEVEN & JARVIS LUMBER CO.**
OF EAU CLAIRE, WISCONSIN

OFFER YOU STANDARD GRADES
WELL MANUFACTURED

ASH BASSWOOD BIRCH
ROCK AND SOFT ELM
HARD AND SOFT MAPLE

Stocks cut 4/4, 5/4, 6/4, 8/4, 10/4, 12/4

WRITE US FOR PRICES DELIVERED YOUR STATION

**John G. Lockhart Lumber Co.**
**Sheboygan, Wisconsin**

BIRCH LUMBER We have the following Log Run Birch all 10 foot and Longer.

250,000′ 5/4″ No. 2 & Better, 10′ & Longer
250,000′ 6/4″ No. 2 & Better, 10′ & Longer
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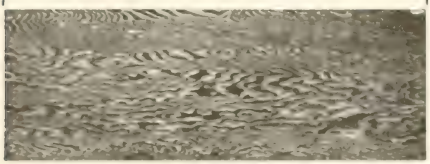
This stock is ready for shipment and we will sell it in carload lots or all together.

KINDLY SEND US YOUR INQUIRIES FOR BIRCH OR ANYTHING IN NORTHERN HARDWOODS.

**The Tegge Lumber Co.**
**High Grade**
**Northern and Southern**
**Hardwoods and Mahogany**
**Specialties**
**OAK, MAPLE, CYPRESS, POPLAR**
**Milwaukee, Wisconsin**

THE GLUE THAT IS APPLIED COLD



## In Flush Veneered Doors

The chief consideration is uniformly high-grade glue. Manufacturers of this modern type of door realize that its development has been retarded because the unavoidable lack of uniformity in other types of glue makes it impossible to know how long a door will stay in condition. The

## Use

Of vegetable glue insures **absolute uniformity** because of the very nature of preparing it and because every pound of our raw material is rigidly inspected.

## Vegetable Glue

Is also a rigid and permanent adherent; will not blister in sanding; has no disagreeable odor; will not deteriorate in standing—for a week if necessary; and can be applied cold without any heating application of any kind in the glue room. In addition, the average saving over former glue bills has been twenty per cent where vegetable glue is used.

**A DOOR MAKER SAYS:**

*McCleary, Wash., 3/24/15.*

*Perkins Glue Co.,*
*South Bend, Indiana.*

*Some time ago we decided to add a veneer door department to our operations. Deciding on the glue which would give best results, we considered the most important matter in connection with this new department.*

*Investigation convinced us that your product was the one we wanted in order to turn out the most dependable doors and panels, and it has been gratifying to find that it has given us low cost as well as superior quality.*

*Yours truly,*
*CHEHALIS FIR DOOR CO.,*
*By Geo. J. Osgood.*

GJO-BB

**Perkins Glue Company**
**Originators and Patentees**
**805 J. M. S. Building, South Bend, Indiana**

THE GLUE THAT RUNS ABSOLUTELY UNIFORM

to a blaze in one out of each 15.7 buildings of fireproof material. As frame buildings naturally have wooden shingles, it was thus proven [illegible] is the second measure of its kind defeated within the period of about [illegible]

## DETROIT

O. E. Soverign, president of the North American Construction Company of Bay City, Mich., whose mills throughout the country are running twenty hours a day to keep up with the demand for ready-cut houses that the company has created, regards the present business situation optimistically. "If we keep our hat out of the ring we will have the greatest period of prosperity in our history," he says. "It will be necessary for us to double our capacity in 1918." As previously announced in HARDWOOD RECORD, the Bay City company will build at Essexville, Mich., one of the largest manufacturing plants in Michigan.

The A. F. Aley Timber Company of Escanaba, Mich., is preparing for the winter logging season. The Aley company will employ 150 men in its operations. There are reported to be more than enough men available for Michigan lumber camps.

The Knapp & Scott mill at Bay City is cutting logs for F. B. Ward. A trainload of twenty-six cars per day is received from northern woods.

The Pryor sawmill at Ripley, Mich., which has been operating two shifts the greater part of the summer has reduced its force to one shift. A large cut has been made and the output will be still further increased before the mill closes for the season.

Fire destroyed the factory and lumber yard of the Brown Basket Company at Midland, Mich. Loss, $20,000.

The Bliss & VanAuken sawmill at Saginaw, which was recently destroyed by fire, is being rebuilt and will be operated by the Struble Manufacturing Company, as before the fire. The M. Garland Company of Bay City, is [illegible] new mill.

The Buell-Crocker Lumber Company, a concern in which Frank Buell of Bay City is the principal stockholder, has gone into the hands of receivers appointed by the superior court of Pender county, North Carolina. The company has large holdings but inability to realize quickly and the pressing demands of small creditors forced the application for receivers.

W. T. Bradford, president of the Consolidated Lumber Company, which operates a mill at Manistique, Mich., says the present year has been a good one. The mill is operating day and night shifts to fill contracts calling for delivery this year. A sinking fund deposit with the Union Trust Company of Detroit is more than sufficient to meet bonds of the company [illegible]

The planing and flooring mill of the W. E. Williams Company, Inc., at Traverse City has resumed operations after an idleness of two years. A steamer has been chartered and will operate, carrying lumber between [illegible] and [illegible] Other industries at Traverse City are operating steadily and there is a feeling that the town is about to regain some of its lost woodworking supremacy.

There still remains a distressing inactivity at Boyne City. The steamer Reynolds took a million feet of lumber from the Boyne City Lumber Company's docks and thereby caused a futile hope that the company would resume operations. The million feet off the docks would provide work for only a few days, so the plant was not started. The White company's yards and docks are loaded to capacities. Unless there is an unexpected change in the lumber industry, Boyne City may endure a longer spell of inactivity. The condition applies not only to Boyne City but is typical, to a more or less degree, of other lumber towns in Michigan.

The Sickelsteel Lumber Company is centralizing its yards at Detroit. Hardwood stocks aggregating more than a million feet now held at three yards in Detroit will be centered in the company's largest yard. The arrangement will expedite the handling of shipments, as unexcelled side-track facilities will be available.

# The Hardwood Market

## CHICAGO

Among the rather meager developments locally in the last couple of weeks, the one most indicative is the motion adopted at the recent meeting of the investment bankers of Chicago who formally and definitely decided that in place of general retrenchment and a halting policy, they would adopt the policy of doing everything within their means to stimulate business, and to foster an active return of more normal conditions in all fields. This occurrence alone is of great significance as the investment bankers collectively are really behind practically every big project which is of importance to commercial and industrial Chicago. Consequently with this attitude as to the official policy of the association, investment interests can look with allayed fear to the future.

The lumber business itself is practically without a new development either as to demand or price. What little change has been noted has been rather favorable, there being sufficient improvement in the tone of the consuming factories to make it noticeable.

Plans for building developments have been held up, to a considerable degree, by caution of the banking interests, but a great deal of money will go into construction at this time mainly because of the very condition to which everyone is objecting, namely, lower prices for raw material. This consideration would not seem on the face of it to be particularly momentous, but there is unquestionably a great deal of construction work put through in periods of dull times for that very reason. The importance of this condition would be that a steady output will be maintained regardless of general circumstances.

There is nothing very exciting in the line of increased business, large orders or high prices, but on the other hand there are no developments any more depressing than conditions which existed two weeks ago. It is an extremely encouraging fact to contemplate that any change must necessarily be for the better, and there really seems a distinct undercurrent in this direction, which is already beginning to set in. When once such change is started, it will gather momentum with astonishing rapidity. In the meantime, Chicago lumbermen are to be congratulated on the sane way in which they are facing the situation.

## NEW YORK

The New York hardwood market is going along on a less than normal basis and keen competition features most of the going business. Prices are far from satisfactory and collections are very slow, all of which creates an atmosphere of gloom. At wholesale some report a quickening in demand and a good measure of inquiry, but these of course have a larger field of activity. Prices are subject to some cutting but the range has been so low for a long time that this feature is less talked about.

## BUFFALO

The hardwood trade has not improved to any extent during the past two weeks and there is still evidence of much hesitation among buyers. Furniture and other woodworking concerns ordinarily taking a pretty fair amount of stock at this time are curtailing their purchases quite generally. A visitor to some of the furniture factories states that he notes that their show rooms contain a good deal smaller line than in some years, and it is felt that it will not be profitable to carry large stocks until business in general improves.

Prices are affected considerably and competition is such that an even larger amount of shopping around than usual is being done by buyers, even though their wants may be small. Maple is said to be holding up as well as anything. Some weakness has been manifest in plain oak, but wholesalers say that it is a little firmer now than it was several weeks ago. The flooring trade is reported fair, but scarcely up to the average year. Business is running largely to the cheaper sorts of flooring.

## PHILADELPHIA

There have been no unlooked for developments in the hardwood situation during the last fortnight—a slight shading here and there, perhaps, but not of sufficient importance to affect the market. The stocks are apparently in safe hands and there is evidently no inclination to force the market at this time. Wholesale consumers are in the market only for special requirements and for mixed car lots, and stock buying for obvious reasons is delayed. The leading railroads have decided not to attempt any new extension or construction work during the next year, consequently the effect on the volume of lumber moving will be considerable. All contracts closed and those under way will be carried out, for which inquiries as to stocks and prices have recently been placed on the boards and some fair bookings have resulted. Seemingly it would be difficult to locate an optimist with so many depressing conditions arising from the foreign upheaval to face, but it is surprising to note the strong

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**in Gum**
**in Oak**
**in Ash**

**Flat Drawer Bottoms**

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**All kinds**
**All grades**
**All thickness**

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*In our own mills*

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THESE fine logs waiting to be cut for you. Send us your specifications — our price no higher, while our quality is better than most cutters'.

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**Merrill, Wisconsin**

**Birch Veneers.** Also Elm, Maple and Basswood
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LET US QUOTE YOU

Bluestone Land & Lumber Company
MANUFACTURERS
WEST VIRGINIA HARDWOODS
Soft White Pine, Oak, Poplar, Chestnut, Hemlock
MILL FACILITIES Band Sawed Stock RIDGWAY
COMPLETE PLANING PENNSYLVANIA

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MANUFACTURERS
POPLAR, PLAIN AND QUARTERED OAK, RED AND SAP GUM, CHESTNUT, HEMLOCK
ROUGH AND DRESSED
MILLS AT Burnside, Ky. Williamsburg, Ky. Sulligent, Ala.
SALES OFFICE 606 Security Trust Bldg. LEXINGTON, KY.

MATHEWS STANDARD
**Gravity Lumber Conveyer**

Main Office and Factory
ELLWOOD CITY, PENN.
SPEED-ECONOMY MATHEWS GRAVITY CARRIER COMPANY SAVING
Branch Factories:
TORONTO, ONTARIO
LONDON, ENGLAND

## PITTSBURGH

## BOSTON

## COLUMBUS

The hardwood trade in central Ohio has fallen off some during the past fortnight because of the war excitement and the general business depression, but the decrease is not sufficient to demoralize the market in any way. Some lines have even seen an improvement recently. Prices are still pretty steady and cutting as reported only where stocks have accumulated. The tone of the market is generally satisfactory and future prospects are fair.

Buying is about evenly divided between the retail trade and factories. Stocks are generally light and dealers are compelled to replenish them continually, though they are still following the policy of buying from hand to mouth. Building operations have fallen off to a certain extent because of the war excitement, which has curtailed financing of building projects. Considerable building is still going on not only in Columbus but also in the cities and towns in central Ohio.

Factories making furniture and vehicles are buying fairly well. Buying on the part of implement concerns is at a standstill because of the lack of foreign demand. This branch of the trade is expected to be busy for the next few months.

Dry stocks in the hands of manufacturers are not heavy in any section. Shipments are coming out promptly, but collections are very slow.

Oak, both plain and quarter-sawed, is in fairly good demand and prices are steady at the levels which have prevailed for some time. Chestnut is rather firm and prices are well upheld. Sound wormy is especially strong. Poplar is also in good demand. Ash and basswood are moving well and other hardwoods are unchanged.

## BALTIMORE

While the general situation in the hardwood trade remains much as it has been, the prospect appears to be somewhat more encouraging. Locally the past two weeks proved to be a period of quiet, largely because of the diverting influence of the Star Spangled Banner celebration, which was made the occasion for a sort of home-coming, and this also had some effect upon the out-of-town business, many lumbermen taking occasion to spend most of the time at home and view the sights. Now that the festivities are at an end, however, the members of the trade apply themselves once more with increased energy to the working up of trade, and they report a measure of success, although marked inactivity is still to be noted, with buyers disposed to hold off for the present in order to see what the future may bring forth. With the exports materially

curtailed, though the foreign movement is rather larger than had been supposed it would be under the circumstances, it is only natural that the efforts to place stocks in the domestic markets should be redoubled. This has given rise to some pressure not before in evidence, but on the other hand some of the consumers are showing greater requirements. The furniture manufacturers are buying rather more freely than they did in the early part of the summer and there is less hesitancy about placing orders in other directions. No advance in the quotations is to be reported, and the returns in the main are not in excess of modest figures. Of a part of the trade it may even be said that it failed to yield reasonable profits. On the other hand, there appears to be no doubt of the fact that the stocks at the mills have been reduced to rather narrow proportions. Mills are reported to be closing down in many instances, but this is not due so much to an accumulation of lumber as to the uncertainty of the outlook. Large producing sections are in the position of just about being able to meet the wants developed, and the actual surplus of stocks is restricted. This applies to oak, poplar and most of the other woods in general use. Some grades of chestnut are moving with considerable freedom, while others are pronouncedly quiet. Sound wormy is in rather better shape than might have been supposed, and the output of the mills seems to be taken up as fast as it can be gotten ready for the market. The export business is by no means dead, although the unsettled financial conditions tend to make the shippers very cautious. Still, every steamer that goes out of this port with a general cargo carries quantities of lumber, among them oak planks in fair quantities. The shippers have confidence in the ability of the receivers to meet the drafts, and the indications are that the forwardings will increase.

## TOLEDO

There has been little if any change in the hardwood situation here during the past couple of weeks. There is no great amount of buying for investment purposes, but the demands of the regular market for immediate use have been fully up to the standard for this season of the year. Railroads are using a little more lumber, but at that are way below their usual activity. Prices remain practically unchanged and are showing no further weakness. Poplar is in good demand and is holding firm. The rural buying has not been as active yet as it is expected will be the case a little later on in the season when farmers begin letting go of their crops. Thus far there has been a great tendency on the part of farmers to hold their grain for higher prices. During the past week or two this tendency seems to have been somewhat broken into and a good deal of grain of superlative quality has been making its appearance on the local market. Building operations continue good and the Willys Overland Automobile factory is again starting up in good shape. It is the intention of Mr. Willys, head of the concern, to put out 75,000 machines this year, and improvements have just been completed on this mammoth factory which will make this intention possible. The local building operations continue active.

## INDIANAPOLIS

There has been no material change in the hardwood situation in this vicinity during the last two weeks. Business is of smaller volume than it was this time last year and at that time the trade was below normal. It is possible that big grain yields over the state may result in some improvement in the hardwood business in certain parts of the state later in the fall.

There is as yet no shortage in imported hardwoods, although any pronounced activity in buying would develop a shortage before long. Dealers are buying to meet immediate needs only and most of the manufacturing concerns using hardwoods are operating with reduced forces. Building operations are still on the decline.

## MEMPHIS

The export situation looks a little brighter. A number of exporters here are sending cargoes of lumber to Liverpool and other ports of the United Kingdom. As a general rule, this represents transactions which were put through before the war broke out. It is notable, however, that some new business with Great Britain has been done within the past ten days. At least three firms here have made sales. It is understood that the principal buyer is the British government, which is importing southern hardwoods for use in connection with the maintenance of its artillery transportation facilities. There has been very little buying on the part of private interests and not much is expected in that direction in the near future. The mere fact, however, that cargoes are going forward and that some new business is being done is accepted as quite encouraging. No business whatever is attempted with any of the other foreign nations now engaged in war, owing to the extreme risk involved and owing to the depleted buying power of the peoples of these nations.

The domestic situation does not show a great amount of change. There is perhaps a little more inquiry, but shipments are on a somewhat restricted scale. It is recognized that the financial situation is improving somewhat and that the outlook for business is decidedly better. It is anticipated that there will be a considerable increase in the volume of domestic business in the near future, but it is recognized that so far no great increase has materialized. Collections are reported unusually slow on the part of those who have been making sales and it is notable that easy terms are sought by many buyers who have heretofore been in the habit of paying promptly for their lumber. So far as prices are concerned, there has been very little variation. It is not so much a question of price as of demand. The people who are in the market for lumber are paying the prices demanded therefor and are not asking many, if any, concessions. There are not many who want to operate, however, and the fact that sellers are unwilling to make reductions, in order to move their stock, makes largely for the steadiness with which prices are maintained.

Some lumber is still being manufactured in Memphis and the Memphis territory, but it is probably not more than thirty per cent of normal. Curtailment is in force on a rather large scale. Most of the timber which was gotten out before the war developed in Europe has already been converted into lumber and, with its completion, and with the demand somewhat restricted, there is very little incentive for further operations on the part of manufacturing firms. Most of the mills which had logging contracts have been able to take care of these or have succeeded in abrogating them altogether. Some few are still in force, and where this is the case, it is necessary to continue milling operations. Most of the wholesale dealers who had contracts to take the output of certain mills in this territory have likewise been able, as a rule, to get these cancelled or very greatly modified. In all instances where they have neither been cancelled nor modified, the mills whose output is involved are still running. Curtailment is to be still further carried out in the near future unless there is a decided change in sentiment, as well as market conditions. It is probable that the amount of lumber being produced in this section by the first of October will be the smallest ever witnessed.

## NASHVILLE

No material change has been noted in the hardwood situation during the past two weeks. It is believed that curtailment of production will be more pronounced as the big plants get through with present stocks of logs. At present operations are fairly active. One big local plant is sawing day and night, but a member of the company said this will not be continued more than thirty days and is being done on account of the large supply of logs held. Fair demand is mentioned for oaks, and poplar, ash, hickory, chestnut and other lines are moving, but buyers are purchasing only for current needs. A good demand for oak flooring is one bright spot in the trade. Strong firms hold out for good prices, though conditions are bound to depress values to some extent.

## BRISTOL

Many of the mills in this section are closing down, on account of the dullness in trade. Shipments are light and while the immediate outlook is not good, lumbermen expect improvement in business during the fall, as business adjusts itself to changed conditions. There is a feeling of uncertainty about the situation but business has not fallen off enough to give ground for fear of general demoralization. A number of the mills that are idle have closed on account of the tying up of foreign commerce but others are idle for a different reason. Some little exporting is being done from this section, despite the European war.

## LOUISVILLE

A more hopeful tone pervades the local hardwood market, in view of the fact that peace prospects have become a little more clearly defined, even if actual consummation of peace does not appear to be at hand. The conclusion of the European war or the adjustment of American business to present conditions will make the lumber trade satisfactory, and developments are proceeding along both lines. While many consuming branches are temporarily dull, prospects are reported to be improving. The fact that the farmer is prosperous is expected to stimulate the implement, vehicle and furniture lines, and also to move a good deal of building lumber. Barking conditions are satisfactory, considering the great strain under which financial interests have been placed, and this is making it possible to work under much more comfortable conditions than might have been expected. Poplar and quartered oak are the best movers at present. A somewhat improved demand for plain oak is in evidence. Sound wormy chestnut is not so active as it was. Red gum is rather slow. Cottonwood is in good call.

## MILWAUKEE

News from the northern Wisconsin lumber country indicates that most of the sawmills in this section of the northwest will be operated conservatively during the next few months if the European war continues. Most of the mills have discontinued their night shifts and will endeavor to keep down their output to a point where stocks will not be piled up to any great extent. This conservative attitude on the part of Wisconsin lumber manufacturers is well illustrated by the following letter received by R. S. Kellogg, Wausau, Wis., secretary of the Northern Hemlock and Hardwood Manufacturers' Association, from one of the largest operators in the state:

"It will probably be of interest to you to know that this company has closed down the night run of its plant. The situation resulting from the European war has raised the price of all supplies that enter into the cost of logging and sawing, while the demand for our product has been

On the Following Stock We Will Make Special Prices for Prompt Shipment:

| | | | | | |
|---|---|---|---|---|---|
| [illegible] ft. | 4/4 | No. 1 Com. Basswood | [illegible] ft. | 4/4 | No. 1 & 2 Red Birch |
| [illegible] ft. | 4/4 | No. 1 Com. Elm | [illegible] ft. | 4/4 | No. 1 Com. White Ash |
| [illegible] ft. | 4/4 | No. 1 Com. Elm | [illegible] ft. | 4/4 | No. 1 & 2 Plain Red Oak |
| [illegible] ft. | 4/4 | No. 1 Com. Elm | [illegible] ft. | 4/4 | No. 1 Com. Red Oak |
| [illegible] ft. | 4/4 | Sap & Select Poplar | [illegible] ft. | 4/4 | No. 2 Com. Red Oak |
| [illegible] ft. | 4/4 | Sap & Select Poplar | [illegible] ft. | 5/4 | No. 1 Com. Red Oak |
| [illegible] ft. | 4/4 | No. 1 & 2 Poplar | [illegible] ft. | 5/4 | No. 2 Com. Red Oak |
| [illegible] ft. | 4/4 | No. 1 Com. Poplar | [illegible] ft. | 6/4 | No. 1 Com. Red Oak |
| [illegible] ft. | 5/4 | No. 1 & 2 Poplar | [illegible] ft. | 8/4 | No. 1 Com. Red Oak |
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| [illegible] ft. | 4/4 | No. 1 & 2 Red Birch | | | |

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WEST VIRGINIA SPRUCE LUMBER CO., Cass, West Virginia.

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in savings has been returned its members by the

## Manufacturing Lumbermen's Underwriters

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HARRY B. CLARK
Western Representative
[illegible]

Attorney in Fact
KANSAS CITY, MO.


[illegible]

[illegible] and lumbermen are hopeful that there will be something in the nature [illegible]

Northern hardwoods seem to be holding fairly strong despite the fact [illegible] stocks are light and the certainty that the mill output will be curtailed from now on. The curtailment of the exports of southern hardwood is naturally having some effect on northern oak, but no decline in prices is reported here as yet.

## DETROIT

Detroit in common with the other cities of the country is [illegible] by the period of uncertainty due to the war situation. The hardwood lumber market, however, is proving itself as well able to stand the strain of [illegible] as any of other lines. The demand is fairly good for [illegible] but they have not fallen more than is usual under adverse conditions. At present they are holding firm and it is not expected they will go lower. There is little demand either from manufacturers or for construction work.

Although furniture manufacturers, and automobile body makers using hardwoods, are decidedly optimistic as to the future, they are not going to take any chances on [illegible] and hardwood dealers will testify. Many of them have curtailed their outputs and are waiting as is the rest of the country for the situation to clear or become at least definite. Lack of capital is said to be holding back several larger building projects in Detroit. Recent reports are limited practically to the construction of apartments.

## LIVERPOOL

Business here after a very quiet August shows considerable signs of [illegible]. The explanation is that several large government contracts have been placed and very large quantities of timber are being consumed. Shippers of American lumber and logs are doubtless anxious to know what to ship. American ash logs if prime and white cannot go wrong. Hickory will also be wanted, but stocks have been so heavy that immediate supplies are not required, but as the time the new import is moving a ready market is anticipated. The item most required here has reference to the stave market. Shippers can secure large orders for 5' white oak wine pipe staves and 26" and 27" white oak keg staves. Immediate shipments of these stocks could not go wrong. It is understood that immediate delivery is required of something like 2,000,000 staves and, needless to say, nothing like this quantity is in stock in the United Kingdom at the present time. The lumber market, with one or two exceptions, is not very good. Prime 4" oak is a good spot and so are items like 1x11" and up cottonwood, 1" cypress and 3" ash, but shippers should be very careful what they ship. Items which are heavily stocked for the furniture trades are very slow movers and are not finding any market at the present time. It is true that big stocks cannot be replaced at present costs, but as the demand is now existent there is not much hope of satisfactory trade. Prices of ash lumber have not moved in sympathy with the ash log market. This is explainable by the fact that the pleasure motor car works as distinct from the commercial motor car works are closing down. These latter works are working night and day, but the consumption of timber is limited by the fact that the British war office subsidized very many vehicles long before the war was thought of.

The summary of the market can be very easily told. Softwoods and the cheaper hardwoods by reason of the elimination of the Baltic and White Sea shipments have advanced thirty per cent. Furniture woods, such as canary whitewood, plain and quartered oak boards and mahogany are absolutely stagnant and this condition is likely to remain. Constructional woods, such as ash, oak, hickory and rock elm, which are likely to be used in wagons of various descriptions, will probably be exceedingly scarce and materially advance in price.

It may be an interesting fact to our American friends to know that business on the Liverpool timber quays is quite normal, and no one could possibly realize the world's greatest war is proceeding at our back door. It may also be interesting to know that some 5,000 members of the Liverpool timber trade are now fighting in Kitchener's army at the front or are in preparation for so doing.

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Address "BOX 95," care Hardwood Record.

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ASH [illegible]
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Plain and Quartered

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Send to us for specifications and prices.

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Set [illegible] of 45-ft. running rails, in excellent condition.

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## MISCELLANEOUS

### LIST OF SAW MILLS

Also shingle and lath mills, creosoting plants, remilling plants, crosstie, piling and stave producers in Georgia, Florida, Alabama, Mississippi, Louisiana, Texas, Tennessee and Arkansas. Shows railroad location, daily capacity pine, also hardwood capacity planers, steam and smoke kilns. $3.00 complete.

UNITED SAW MILLS CO., New Orleans, La.

### OAK, POPLAR, ASH

and all other hardwoods, in all grades and thicknesses, can be readily sold if advertised in the Wanted and For Sale section of Hardwood Record. If you have a large stock you want to sell try a few lines in this department and see what a lot of inquiries they will bring you.

## LOGS WANTED

WANTED AT ONCE

50,000 feet No. 1 Hickory Logs, 16" and over in diameter.

LODI LUMBER COMPANY, Lodi, Ohio

## RAILWAY EQUIPMENT FOR SALE

FOR SALE AT HEBRON, MD.

225 tons 30" and 35" Relaying Rails, 6 Logging Cars 36" gauge; 1—36" gauge Locomotive. Write for prices.

THE EDWIN BELL CO., Pittsburgh, Pa.

## COUNTERFEIT CHECKS

are frequent except where our

**Two Piece Geometrical Barter Coin**

is in use, then imitation isn't possible. Sample if you ask for it.

**S. D. CHILDS & CO. Chicago**

We also make Time Checks, Steel Seals and Log Hammers.

If you are not a subscriber to HARDWOOD RECORD and have a suspicion that you would like to see a copy, it is yours for the asking.

## LUMBER RULES

**Our own process** of black enamel ink insures perfect, permanent lettering with no injury to the rule, as with burnt lettering. Double riveted head, the rivets moulded into the brass.

**Tool Steel Blade**
**Oil Tempered**

**Riveted Handle**

*The best of selected hickory* used exclusively.

**AMERICAN RULE & MFG. CO.**
**Nashville, Tenn.**

## CHICAGO

## E. H. KLANN LUMBER CO.

**Cottonwood, Gum, Oak, Ash, Cypress, Yellow Pine, Dimension Stock**

**819 FISHER BLDG. HAR. 1187**

**If you want to get in touch with 3000 Live Wire Buyers of Hardwoods**

it will pay you to find out about the Hardwood Record's

**BULLETIN SERVICE**

One man, who uses the service gives it credit for earning annually $10,000 for him. Write for pamphlet—

*"Selling Lumber By Mail"*

It will prove a revelation to you.

**HARDWOOD RECORD**
(Bulletin Dept.)
537 So. Dearborn St.,
CHICAGO

Secure Better Prices

at less selling cost by reaching more customers. Hardwood Record puts you before them. All Twice a Month

ASK US ABOUT IT

**MAKE BOX SHOOKS**
Up to 24" Long, or
**LOOSE BARREL STAVES**
Of Finest Quality and at Lowest Cost
From Cordwood, Slabs, or Other Forest Waste by the Use of Gerlach Machinery.
**The Peter Gerlach Co., Cleveland, O.**

## GIBSON TALLY BOOK

This three-throw tally ticket cover is made from aluminum, and accommodates four tally tickets—4¼x8¼ inches in size.

Folds compactly to less than one-fourth inch in thickness and fits side or inside coat pocket.

Gives large area of four tickets for complicated tallies, or straight grade can be made on one page.

Accommodates any form of tally ticket desired.

Special, patented, triplicate tally tickets supplied, printed on waterproof paper with carbon backs. Tallies made on these tickets are unalterable. Their use enables the inspector to retain triplicate, and forward original and duplicate. Duplicate designed to be attached to invoice.

These tally books are perfection for durability, convenience, accuracy, and for systematizing the inspection and measurement of lumber.

Patent applied for on covers. Copyrighted, 1910. Triplicate Tally Tickets patented.

**PRICE LIST**

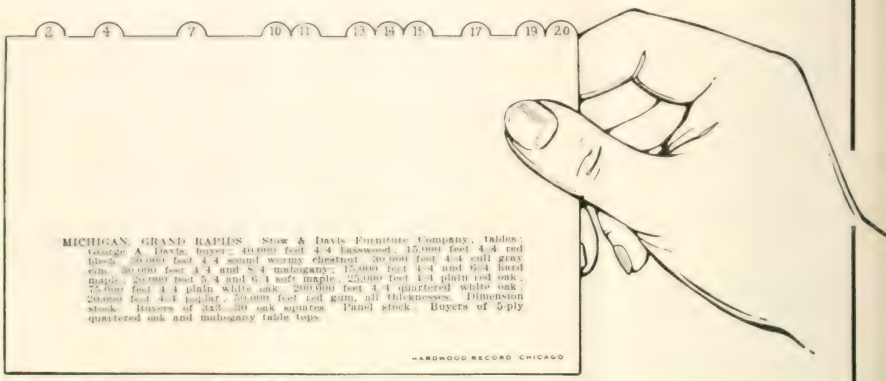
| | |
|---|---|
| Aluminum Tally Covers, each | $ 1.00 |
| Aluminum Tally Covers, per dozen | 10.00 |
| Patented triplicate Tally Tickets (stock form) per 1,000 | 10.00 |
| Single sheet manila (stock form) Tally Tickets, per 1,000 | 4.00 |

Specimen forms of Tally Tickets mailed on application. Covers sold on approval to responsible concerns.

Manufactured by

**Hardwood Record**
537 S Dearborn St., CHICAGO

# Doesn't It Look Good To You?




Specimen of one of the thousands of patented tabbed index cards involved in Hardwood Record's copyrighted Information Service, showing annual requirements for Lumber, Dimension Stock, Veneers and Panels employed by wholesalers and hardwood manufacturing consumers throughout the United States and Canada.

Illustration of Oak Cabinet in which this Information Service is filed.

**ILLINOIS**

## Key

| | | | |
|---|---|---|---|
| 1 | Ash | 12 | Hickory |
| 2 | Basswood | 13 | Mahogany |
| 3 | Beech | 14 | Maple |
| 4 | Birch | 15 | Oak |
| 5 | Butternut | 16 | Walnut |
| 6 | Cherry | 17 | Poplar |
| 7 | Chestnut | 18 | Miscellaneous including Dogwood, Holly, Locust, Persimmon, Sycamore. |
| 8 | Cottonwood | | |
| 9 | Cypress | | |
| 10 | Elm | 19 | Dimension stock |
| 11 | Gum | 20 | Veneers and panel stock |

Fac-simile of state key card between which the tabbed information cards are filed alphabetically by towns, by means of which instant reference can be made to the buyers of any kind of wood, in any locality in the United States and Canada.

THIS service is comprised in more than sixty bulletins, and additional bulletins of corrections and additions are printed frequently.

This service is kept positively up-to-date, and is indispensable to lumber and veneer sales departments.

It is an exclusive service disposed of only to HARDWOOD RECORD advertisers.

LET US TELL YOU ABOUT THE MODERATE COST

**Hardwood Record, 537 South Dearborn Street, Chicago**

## EASY TO INSTALL

CHICAGO, July 13, 1914.

The National Dry Kiln Co.,
Indianapolis, Ind.

Gentlemen:

We are very glad to advise you that our kiln, which is installed with VERTICAL PIPING system furnished by you, has now been in operation about six months and results are all that we could desire. We wish to state that this material was received in condition which enabled us to install it from the blue print without any difficulty on our part.

We will be very glad to have you use our company as a reference at any time.

Very truly yours,
ROSELAND MILL & LUMBER CO.,
By R. J. Dickerson.

*Send for Catalog*

**THE NATIONAL HARDWOOD DRIER**

**THE NATIONAL DRY KILN COMPANY, INDIANAPOLIS, INDIANA**


## IN CHANCERY AT NASHVILLE, TENNESSEE.

Rule No. 26945. Per Decree of Court, Minute Book 89, Page 20

**The Union Bank & Trust Company Et Al.** vs. **Bon Air Coal & Iron Company**

# FOR SALE

**About one hundred and seventy-five thousand acres of coal, iron and timber lands, together with all improvements upon them, consisting of:**
**Three coal mines, equipped and in operation.**
**Two pig iron blast furnaces, each of one hundred tons daily capacity.**
**Iron ore mines, equipped for mining, washing and delivering ore.**

All of these properties are located in Tennessee, the coal lands in the counties of White, Cumberland, Van Buren and Putnam, and the iron ore lands in the counties of Dickson, Hickman, Lewis and Wayne, and described in the Report of Special Commissioner J. R. West, recorded in Minute Book 87, page 20, et seq., Chancery Court, Davidson County, Tennessee.

TERMS OF SALE—Lands and improvements, four equal payments, on or before six, twelve, eighteen and twenty-four months, with interest.

Sealed bids are invited for the properties in parcels and as a whole, as follows:

I. About thirty-one thousand and five hundred acres of coal and timber lands, with three coal mines, equipped and in operation, fifteen hundred tons daily capacity. Described in said report as tracts 110 and 164, inclusive; lands covered with merchantable hardwood timber, a small part of which has been removed; three mining towns, two hundred beehive coke ovens.

A tract of about one thousand acres is excepted from part of tract number 138 as described in said report, on which the Ravenscroft shaft is located, for which bids are invited, as set out in Section XII hereof; and a tract of 91 acres of coal lands, being part of tract No. 133, described in said report, which is included in Section II.

II. About ten thousand six hundred and thirty-two (10,632) acres of coal and timber lands, described in said report as tracts numbers 98 to 109, inclusive, and part of tract 123 and tracts 172 to 175, inclusive, covered with merchantable hardwood timber, about half of which has been removed.

III. About fifty-five thousand acres of brown hematite iron ore and timber lands, with two pig iron blast furnaces, each of one hundred tons daily capacity, equipped for operation with coke.

Iron ore mines equipped with washer plant.

Lands described in said report as tracts 1 to 74, inclusive, and 79 to 97, inclusive. These lands are covered with timber, but most of the valuable timber has been removed.

**IV. HARDWOOD TIMBER.**

About twenty-seven thousand acres of land, covered with virgin forest, of hardwood, merchantable timber. Bids are invited for the timber and for the lands separately, and for the timber and land together. Experts estimate one hundred and two million feet of merchantable hardwood timber. Bidders for the timber alone will indicate the time desired to remove it from the land.

Terms for the timber will be 20 per cent cash; the remainder in four equal payments, on or before twelve, eighteen, twenty-four and thirty months, with interest.

V. Bids are invited for the properties referred to in Roman numeral III and Roman numeral IV as a whole.

VI. About five hundred and three and one-half (503½) acres, described in said report as tracts 226, 227, 256, 257, 228, and 229.

VII. About two hundred and six (206) acres of surface only, described in said report as tracts numbers 221, 222 and 224, and a one-fourth interest in one hundred and sixty-nine acres of surface, described in said report as tract number 225.

VIII. Also an undivided one-fourth interest in five tracts, with rights of way, situated in Carter County, Tennessee—iron ore and mineral lands, described in a deed dated 20th of July, 1886, and recorded in the Register Office of Carter County, Book V, page 91, to which reference is made.

IX. Also an undivided one-half interest in ores and mineral rights and interests and rights of way in a tract of about 250 acres of land in Carter County, described in deed recorded in Book V, page 89, of the Register's Office of said county, to which reference is made.

X. Bids are invited for personal property, for cash, consisting of materials, stocks of goods, and all other personal property which do not form a part of the equipment of the mines and works.

Inventories will be furnished bidders at the office of the company, in Nashville, Tennessee.

**XI. HARDWOOD TIMBER.**

About fifty-five thousand acres of coal and timber lands, on forty thousand acres of which experts estimate there are one hundred and fifty million feet of merchantable hardwood timber. The coal has not been worked. There are a number of outcrops, showing several veins of coal. The lands are described in said report as tracts numbers 165 to 172, inclusive, and 176 to 219, inclusive.

XII. An undivided one-fourth, and also an undivided three-fourths interest in a tract of land containing about one thousand acres, being the northwest one thousand acres of tract number 138, as described in said report.

Said tract has upon it the Ravenscroft shaft and power plant and part of the town, and the one-fourth interest in said thousand acres is subject to a lien for about thirty-five thousand dollars for purchase price; and also for part of the mine plant about three thousand dollars.

Separate bids are invited on these interests.

XIII. Bids are invited for all of the properties referred to above as a whole.

XIV. Sealed bids will be received until the second Monday in November, 1914. Any or all the properties will be shown to persons desiring to bid.

XV. The court reserves the right to accept or reject any or all bids. Information will be furnished as to descriptions of properties and details at the office of the company, in Nashville, Tennessee, to any one desiring to bid.

This June 10, 1914.

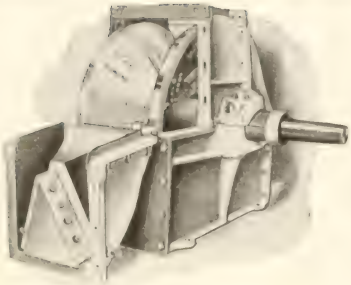
T. M. STIGER,
R. T. SMITH,
Solicitors.

ROBERT VAUGHN,
E. C. LEWIS,
Receivers.


## IF YOU HAVEN'T SEEN THE GIBSON TALLY BOOK

Let us send you one on approval, with samples of Tally Tickets for triplicate, duplicate or single tallies—a score of forms to choose from. They are the latest and best. Endorsed by hundreds of lumber manufacturers and buyers.

**HARDWOOD RECORD CHICAGO**



## PROFIT FROM WASTE

THE DIAMOND DOUBLE ANVIL
HOG IS SPECIALLY ADAPTED
FOR HARDWOOD MILLS

Let Us Send You Bulletin R

**DIAMOND IRON WORKS**
MINNEAPOLIS MINNESOTA

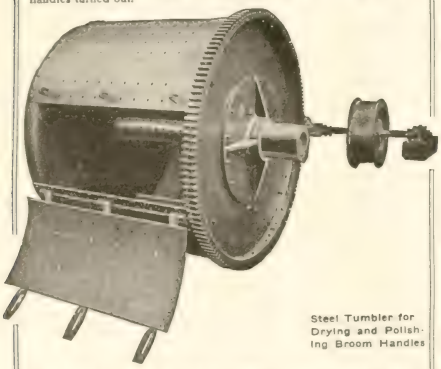
## LIDGERWOOD

LOGS AT MILL AT LOWEST COST

## SKIDDERS

## Broom Handle Machinery

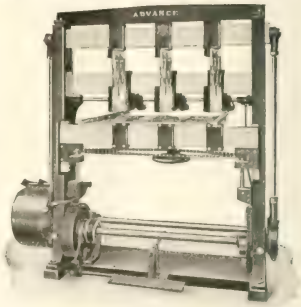
Let us tell you about our **STEEL TUMBLERS FOR DRYING AND POLISHING BROOM HANDLES.** This system is rapidly supplanting all others. More economical; less time required for drying; no polishing afterwards; greater per cent of straight handles turned out.



Steel Tumbler for Drying and Polishing Broom Handles

**CADILLAC MACHINE COMPANY**
Complete Line of Broom Handle Machinery
**CADILLAC, MICH.**

## Wire Stitching Machinery




FOR

Crates, Veneer and Resawed Lumber Boxes, Also Wire and Metal Bound Boxes,

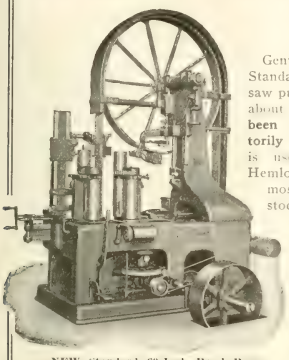
FRUIT PACKAGES, BASKETS, FIBER SHIPPING CASES, PAPER BOXES AND SPECIAL PURPOSES

ASK FOR CATALOGUE

Manufactured by

**SARANAC MACHINE COMPANY**
BENTON HARBOR, MICH., U. S. A.

# WHAT MORE?



NEW Standard 60-Inch Band Resaw

Goodman, Wis.,
May 13th, 1914.

Gentlemen: The NEW Standard 60" Band Resaw purchased from you about a year ago **has been working satisfactorily since installed.** It is used for resawing Hemlock and Hardwood, mostly wide and thick stock, also box stock. We have always found it to be a large capacity resaw doing accurate work. Yours very truly,

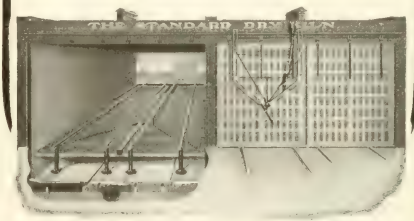
GOODMAN
LUMBER CO.

*a specialty for a specific line*

**Wm. B. Mershon & Co.**
SAGINAW MICH.

Rx For satisfactory lumber drying—
Get the basic principle right,
then get the drying elements
under absolute control.
Dr. X. Perience

THE Standard Moist Air Dry Kiln exactly fills this prescription of Experience. Convincing proofs of its complete success in drying *all varieties* of HARDWOODS will be sent, with the catalog, on request. Address: The Standard Dry Kiln Co., 1559 McCarty St., Indianapolis, Ind.



## *If you haven't seen the Gibson Tally Book*

Let us send you one on approval, with samples of Tally Tickets for triplicate, duplicate or single tallies—a score of forms to choose from. They are the latest and best. Endorsed by hundreds of lumber manufacturers and buyers.

**Hardwood Record**
CHICAGO

# Phoenix 6 ft. Pony Band Mill

Will cut 30,000 feet of 1" lumber in 10 hours and cut it good.

**Nearly 200 of these mills sawing wood in the U. S. A.**

PRETTY GOOD RECOMMENDATION, ISN'T IT?

**MODERATE PRICE**

**PHOENIX MFG. CO.**
EAU CLAIRE WISCONSIN

# VENEERS AND PANELS


## Ahnapee Veneer & Seating Co.

HOME OFFICE, FACTORY AND VENEER MILL, ALGOMA, WIS.
VENEER AND SAWMILL, BIRCHWOOD, WIS.

We manufacture at our Birchwood plant single ply veneers of all native northern woods and deliver stock that is in shape to glue.

From our Algoma factory, where we have specialized for twenty years, we produce panels of all sizes, flat or bent to shape, in all woods, notably in Mahogany and Quarter-Sawed Oak.

We make no two-ply stock, and do not employ sliced cut quartered oak. Our quartered oak panels are all from sawed veneer.

Every pound of glue we use is guaranteed hide stock. We do not use retainers. Our gluing forms are put under powerful screws and left until the glue has thoroughly set.

If you seek a guaranteed product that is the best, based on results accomplished by most painstaking attention and study of every detail, combined with the use of the best stock and an up-to-date equipment, our product will appeal to you.

If you are a "price buyer" we probably cannot interest you.

## Custom Mill Work, Storage, Inspection

ON

### Foreign Fancy Woods, Mahogany, Cedar, Circassian

We receive the logs, store or warehouse them, manufacture them into lumber, cut or saw veneers, pile and store the product, and ship via any railroad. Also furnish inspection returns on logs or lumber. Can furnish accommodations and economies which it is impossible to secure elsewhere. We always have on our yards parcels of plain and figured African, Mexican and Cuban Mahogany, Circassian Walnut and Cedar logs, placed here for sale by direct foreign shippers, from which advantageous purchases can be made.

**Astoria Veneer Mills & Dock Co.** Long Island City, New York

TOMAHAWK VENEER & BOX CO.
Manufacturers of Draw Bottoms in Birch and Basswood, Pin Blocks, Back Panels, also Heading and American Cheese Boxes our Specialties
TOMAHAWK WRITE FOR PRICES WISCONSIN

SEDRO VENEER COMPANY
Manufacturers of COTTONWOOD ROTARY CUT & DOUGLAS FIR VENEERS AND PANELS
SEDRO-WOOLLEY, WASHINGTON

## B. C. JARRELL & CO.

MANUFACTURERS OF

**High Grade, Rotary-Cut Gum**

## VENEERS

**Cut right; dried right; prices right**

HUMBOLDT, · TENNESSEE

## For Veneer and Panel Manufacturers

### Your Consumers' Lists Cost You BIG MONEY

We can save it all and relieve you of all the detail and effort necessary to tabulate consumers' wants. **Our Card Index System of those wants,** just out, is the result of systematic effort. It is endorsed by your competitor.

***Can You Afford to Give Him that Advantage?***

HARDWOOD RECORD CHICAGO

# WISCONSIN

WHERE THE FINEST NORTHERN HARDWOODS GROW

## Rotary Cut Veneer
and
## Built-up (3 & 5 Ply) Panels

MADE from the best Wisconsin

**Birch** **Basswood**
**Gray Elm** **Red Oak**

*Also Mahogany Panels of every grade.*

This is the stock that satisfies the manufacturer of furniture, interior finish and doors because it is cut under right conditions, perfectly seasoned and carefully handled all the way from stump to car.

***A trial order will convince you***

**The Underwood Veneer Company**
**Thomas Street** **Wausau, Wisconsin**

## Roddis Lumber & Veneer Co.
**Marshfield, Wis.**

VENEERED PANELS
DESK TOPS TABLE TOPS
FLUSH VENEERED DOORS
WAINSCOTING BENT WORK

SAW MILLS AT PARK FALLS, WIS

## BIRCH

4-4 and thicker, No. 1 Common and Better also 4-4-5 and 6-4 Red Birch

We have on hand a complete stock (winter sawn) Red, Plain and Unselected Birch, Basswood, Soft and Rock Elm and Hardwood Lath.

LET US QUOTE YOU PRICES

**Rice Lake Lumber Co., Rice Lake, Wis.**

## Door Panels

**Three and Five Ply**

**All Woods**

**For One, Two, Five and Six Panel Doors**
**All Carried in Stock Ready for Immediate Shipment**

**Geo. L. Waetjen & Co.**
**Milwaukee** **Wisconsin**

Our New Mill in Phillips, Wis.

ARE YOU IN THE MARKET FOR THE BEST **Wisconsin Hardwoods?**

**Send for Price List "H. R." Today**

These Items Are in Excellent Shipping Condition

500,000' 4/4 No. 2 Common and Better Unselected Birch.
300,000' 4/4 No. 1 Common and Better Unselected Basswood.
350,000' 4/4 No. 2 Common Basswood, Rough.
400,000' 4/4 No. 3 Common Basswood, Rough.
300,000' 6/4 No. 2 Common and Better Soft Elm.
100,000' 6/4 No. 3 Common Soft Elm.
500,000' 4/4 No. 2 Common and Better Hard Maple.
1 Car 8/4 No. 2 Common and Better Basswood.
1 Car 5/4 Nos. 1, 2, and 3 Basswood.
3 Cars 4/4 No. 3 Common Ash.
5 Cars 6/4 Soft Elm Scoots.
3 Cars 6/4 Birch Scoots.
1 Car 4/4x11" and Wider 1st and 2nd Basswood.

**KNEELAND-McLURG LUMBER CO.**
**Manufacturers of Hardwoods** **PHILLIPS, WIS.**

## Both Ends and the Middle

HARDWOOD RECORD reaches most everybody who produces markets and consumes Hardwoods.

## Nothing But Hardwoods

# MICHIGAN

FAMOUS FOR HARD MAPLE AND GREY ELM

# "Ideal" Steel Burnished Rock Maple Flooring

is the flooring that is manufactured expressly to supply the demand for the best. It is made by modern machinery from carefully-selected stock and every precaution is taken throughout our entire system to make it fulfill in every particular its name—"IDEAL."

ROUGH OR FINISHED LUMBER—ALL KINDS

*Send Us Your Inquiries*

**I. Stephenson Co., Trustees - WELLS, MICHIGAN**

## "Chief Brand" Maple and Beech Flooring

in ½, ¾ and 13-16 and 1 1-16 inch Maple in all standard widths and grades, will commend itself to you and your trade on its merits alone

WRITE US, WE CAN INTEREST YOU

**Kerry & Hanson Flooring Co.**

GRAYLING, MICHIGAN

## EAST JORDAN LUMBER CO.

EAST JORDAN, MICHIGAN

*We offer the following Dry Stock:*

4 cars 1x7" and up No. 1 Common and Better Maple.
1 car 8/4 No. 1 Common and Better Maple.
10 cars 4/4 Full log run Beech.
5 cars 5/8 Full log run Beech.
5 cars 4/4 End dried White Maple.
1 car 4/4 No. 2 Common and Better Soft Maple.

WINTER CUT PROMPT SHIPMENT BAND SAWN

## Strable Mfg. Company

Manufacturers of

Hardwood Lumber

AND

Maple Flooring

Saginaw Michigan

We want to move the following:

1 car 8/4 No. 2 Com. and Better Soft Maple.
5 cars 1/4 No. 2 Com. and Better Soft Maple.
6 cars 4/4 No. 1 Com. and Better Basswood.
4 cars 6/4 No. 2 Com. Elm.
3 cars 6/4 No. 3 Com. Elm.

**S. L. EASTMAN FLOORING CO.**
SAGINAW BRAND
**MAPLE FLOORING**
SAGINAW, MICH.

## HARDWOOD RECORD

Not only the ONLY HARDWOOD PAPER but the BEST LUMBER PAPER published

## Lumber Dried As Never Before

SEE THE DIFFERENCE

GRAND RAPIDS DRY KILN

GRAND RAPIDS VENEER WKS., SOLE MFRS., MICHIGAN

## SECURE BETTER PRICES

AT LESS SELLING COST BY REACHING MORE CUSTOMERS. HARDWOOD RECORD PUTS YOU BEFORE THEM ALL TWICE A MONTH. ASK US ABOUT IT.

# BUFFALO

## The Foremost Hardwood Market of the East

**Standard Hardwood Lumber Co.**
**OAK, ASH and CHESTNUT**
*1075 Clinton Street*

**G. ELIAS & BRO.**
**HARDWOODS**
White Pine, Yellow Pine, Spruce, Hemlock, Fir, Lumber, Timber, Millwork, Boxes, Maple and Oak Flooring
955-1015 ELK STREET

**ANTHONY MILLER**
**HARDWOODS OF ALL KINDS**
893 EAGLE STREET

**BUFFALO HARDWOOD LUMBER CO.**
We want to buy for cash
OAK, ASH AND OTHER HARDWOODS
All grades and thicknesses.
Will receive and inspect stock at shipping point.
Branch yard, Memphis, Tenn.
940 Seneca Street, BUFFALO

**Hugh McLean Lumber Co.**
OUR SPECIALTY
*QUARTERED WHITE OAK*
940 ELK STREET

**T. SULLIVAN & CO.**
SPECIALTIES:
*Gray Elm, Brown Ash*
Pacific Coast Fir and Spruce
2 ARTHUR STREET

**YEAGER LUMBER COMPANY, Inc.**
SPECIALTIES:
**Oak, Ash and Poplar**
932 ELK STREET

The above firms carry large and well assorted stocks of all kinds and grades of Hardwoods, and have every facility for filling and shipping orders promptly. They will be pleased to have your inquiries.

Manufacturers

Gum
Oak
Cypress

# General Lumber Company

Cottonwood
Maple
Elm

Memphis, Tenn.

## St. Francis Basin Hardwoods

Quartered White Oak

25,000 ft.
20,000 ft.
50,000 ft.

Cottonwood

No. 1 Com. . . . 200,000 ft
No. 2 Com. . . . 150,000 ft

Utley-Holloway Company

MANUFACTURERS AND WHOLESALERS

*Hardwood Lumber*

General Offices: 20 West Jackson Boulevard

Chicago

Sap Gum

4-4" No. 1 Com. . . 150,000 ft.

Red Gum

Plain Red Oak

No. 2 Com

50,000 ft.

White Ash

## IF YOU WANT THE BEST SYSTEM OF ACCURATELY TALLYING AND RECORDING LUMBER SHIPMENTS OR RECEIPTS

YOU WILL BE INTERESTED IN

# The Gibson Tally Book

This system of tallying lumber is employed by more than two thousand lumber producers, jobbers and wholesale consumers, and is available for tallying lumber, logs, flooring, dimension stock and all other commodities.

Makes three original tallies without the use of loose carbon sheets.

New Catalogue showing twenty-six various forms of tickets sent free on request.

*Tally Book Dept., Hardwood Record, Chicago*

CONDITIONS SEEM A BIT BRIGHTER

# Hardwood Record

Nineteenth Year, Semi-Monthly.

CHICAGO, OCTOBER 10, 1914

Subscription $2. Single Copies, 10 Cents.

We are prepared to ship promptly on receipt of order

**Hardwoods of All Kinds**

from our Philadelphia Yard or direct from our Mills.

**Specialties**

- 7 in. x 24 in. No. 1 Heart Split Cypress Shingles.
- 5-8 Soft Yellow Tennessee Panel Poplar 18 in. and over.

**J. Gibson McIlvain & Co.**
1420 Chestnut Street, Philadelphia, Pa.

**Memphis Band Mill Co.**
Manufacturers
**HIGH GRADE LUMBER**

QUARTERED WHITE OAK
PLAIN WHITE OAK
QUARTERED RED OAK
PLAIN RED OAK
RED GUM SAP GUM
COTTONWOOD

ALL BAND SAWN

LET US QUOTE YOU PRICES

Memphis Tennessee

ELEPHANT RUBBER **BELTING**
AIR DRILL AND AIR TOOL
**HOSE**
STEAM
WATER
SUCTION
EXTRA QUALITY

Recommended for hard service and guaranteed to do the work

SELLING AGENTS
CRANE COMPANY - - ALL BRANCHES
STANDARD EQUIPMENT CO., MOBILE, ALA.
ALBANY MILL SUPPLY CO., ALBANY, GA.

**THE MECHANICAL RUBBER COMPANY**
(Chicago Rubber Works)
307 W. Randolph Street, CHICAGO
ESTABLISHED 1882

# MICHIGAN

FAMOUS FOR HARD MAPLE AND GREY ELM

## Michigan Hardwoods, Our Own Manufacture

Sales Department

## COBBS & MITCHELL, Inc.

CADILLAC, MICH. OCTOBER 6, 1914

### Dry Stock List

| | |
|---|---|
| 4/4 Ash, No. 3 Common | 27 M |
| 1x6 Basswood, 1's & 2's | 50 M |
| 4/4 Basswood, 1's & 2's | 150 M |
| 4/4 Basswood, No. 1 Common | 100 M |
| 4/4 Basswood, No. 2 Common | 200 M |
| 4/4 Basswood, No. 2 Common & Better | 100 M |
| 4/4 Basswood, No. 3 Common | 200 M |
| 1x3 & 4 Basswood, No. 3 Common | 8 M |
| 1x5 Basswood, No. 3 Common | 7 M |
| 1x6 Basswood, No. 3 Common | 40 M |
| 1x7 & up Basswood, No. 3 Common | 20 M |
| 4/4 Red Curly Birch, 1's & 2's | 1/2 M |
| 4/4 Birch, No. 3 Common | 30 M |
| 4/4 Cadillac Gray Elm, 1's & 2's | 50 M |
| 1x14 & up Cadillac Gray Elm, 1's & 2's | 8 M |
| 4/4 Cadillac Gray Elm, No. 1 Common | 100 M |
| 4/4 Cadillac Gray Elm, No. 2 Common | 200 M |
| 4/4 Cadillac Gray Elm, No. 3 Common | 100 M |
| 6/4 Cadillac Gray Elm, 1's & 2's | 24 M |
| 6/4 Cadillac Gray Elm, Nos. 1 & 2 Common | 13 M |
| 8/4 Cadillac Gray Elm, 1's & 2's | 20 M |
| 8/4 Cadillac Gray Elm, Nos. 1 & 2 Common | 15 M |
| 12/4 Cadillac Gray Elm, 1's & 2's | 40 M |
| 8/4 Rock Elm, No. 2 Common & Better | 24 M |
| 8/4 Rock Elm, No. 3 Common | 24 M |
| 4/4 White Maple End Dried (Clear) | 6 M |
| 5/4 Maple Step, 1's & 2's | 20 M |
| 4/4 Maple, No. 3 Common | 60 M |
| 4/4 Elm & Basswood, No. 4 Common | 50 M |
| 4/4 Red Oak, Nos. 1 & 2 Common | 100 M |
| 4/4 Red Oak, No. 3 Common | 22 M |

*"It is not what lumber costs you, so much as what you can get out of it, that decides its value for your work."*

## MITCHELL BROTHERS CO.

DRY STOCK LIST

## MICHIGAN HARDWOODS

CADILLAC, MICH. OCTOBER 2, 1914

| | |
|---|---|
| 4/4 Basswood 1s and 2s | 50 M |
| 1x6 Basswood 1s and 2s | 20 M |
| 1x6 Basswood No. 1 Common | 38 M |
| 1x7 and up Basswood No. 1 Common | 35 M |
| 4/4 Basswood No. 2 Common | 78 M |
| 1x6 Basswood No. 2 Common | 14 M |
| 4/4 Basswood No. 3 Common | 50 M |
| 4/4 Birch 1s and 2s Red | 17 M |
| 4/4 Birch, No. 3 Common | 67 M |
| 4/4 to 8/4 Cherry No. 2 Common and Better | 17 M |
| 4/4 Cadillac Gray Elm 1s and 2s | 100 M |
| 4/4 Cadillac Gray Elm No. 1 Common | 100 M |
| 4/4 Cadillac Gray Elm No. 2 Common | 72 M |
| 4/4 Cadillac Gray Elm No. 3 Common | 100 M |
| 5/4 Cadillac Gray Elm 1s and 2s | 23 M |
| 12/4 Cadillac Gray Elm 1s and 2s | 5 M |
| 4/4 Soft Maple No. 3 Common | 53 M |
| 4/4 White Maple End Dried (Clear | 10 M |
| 4/4 Birdseye Maple 1s and 2s, End Dried | 1 M |
| 5/4 Maple Step 1s and 2s | 20 M |
| 4/4 Basswood and Elm No. 4 | 42 M |
| 4/4 Maple and Beech No. 2 Common | 200 M |
| 4/4 Tamarack, Merchantable | 7 M |

### CADILLAC QUALITY

When you want lumber of Cadillac Quality, Lumber which has been manufactured and seasoned properly, and grades which have not been blended to meet price competition, send us your inquiries.

WE SELL ONLY MITCHELLS-MAKE

## Service "STEARNS QUALITY LUDINGTON" First

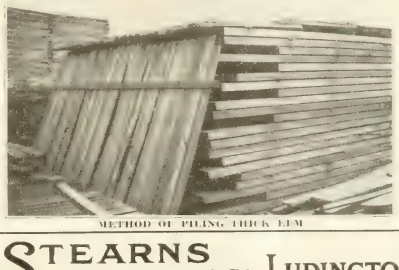
### HARDWOOD SPECIALISTS

**The Lower Peninsula of Michigan**

has become famous the world over for the excellent quality and general character of its

**Soft Gray Elm**

Noted especially for soft texture, straight grain, bending and resisting qualities.



METHOD OF PILING THICK ELM

OUR LIST OF

**Dry Stock**

| | Av. Width |
|---|---|
| 15 M 4/4 FAS | 9" |
| 19 M 6/4 FAS | 9½" |
| 76 M 8/4 FAS | 10" |
| 28 M 10/4 FAS | 10½" |
| 61 M 12/4 FAS | 11" |
| 52 M 16/4 FAS | 11½" |
| 90 M 4/4 No. 1 Com | 8" |
| 18 M 6/4 No. 1 Com | 8" |
| 38 M 8/4 No. 1 Com | 9" |
| 12 M 10/4 No. 1 Com | 9½" |
| 29 M 12/4 No. 1 Com | 10" |
| 24 M 16/4 No. 1 Com | 11" |
| 70 M 4/4 No. 2 Com | 7" |
| 65 M 4/4 No. 3 Com | 7" |

The STEARNS SALT & LUMBER CO. LUDINGTON, MICH.

## A floor to adore

For thirty-three years Wilce's Hardwood Flooring has been among the foremost on the market and successors of all who claim "unequaled" in the least suppose that the manufacturer has kept pace with modern methods and the advanced demands of the times. To convince yourself of the truth of the statement, lay your polished surface floors—tongued and grooved, narrow laid, with end and side joints—by your own workmen, and you'll find it requires the assistance of laying and polishing.

*Our Booklet tells all about Hardwood Flooring and how to care for it—also prices—and is free*

**The T. Wilce Company**

22nd and Throop Sts. CHICAGO, ILL.

**Clarence Boyle, Inc.,** 312 Portland Block Chicago

WHOLESALE LUMBER

*Always in the market for OAK, GUM and POPLAR*

¶ For items of Hardwood Stock or Hardwood Machinery, you will find it advantageous to write our advertisers. Get in touch!

## FLANNER-STEGER LAND & LUMBER CO.

WANTED—TO MOVE QUICK

2 CARS 5/4 x 12" & WIDER 1st & 2nd BASSWOOD
4 CARS 3" ROCK ELM BRIDGE PLANK
800,000 FEET NO. 3 HEMLOCK
100,000 FEET 4/4 BOX COMMON BIRCH

*SEND US YOUR INQUIRIES*

MILLS:
BLACKWELL, WISCONSIN

GENERAL SALES OFFICE
1704 STEGER BLDG., CHICAGO, ILL.

If you want to reach the wholesale consumers of hardwood lumber throughout the United States, a HARDWOOD RECORD advertisement will do it for you.

If you want to reach the hardwood manufacturers of the United States, a HARDWOOD RECORD advertisement will do it for you.

The HARDWOOD RECORD represents high-class, special, class circulation, with a minimum of waste circulation.

Ask any HARDWOOD RECORD advertiser for experience on results.

# CHICAGO

THE GREATEST HARDWOOD MARKET IN THE WORLD

## VENEER

FOREIGN:

MAHOGANY, Mexican, Honduras, East India, Cuban, and African.

ENGLISH BROWN OAK

CIRCASSIAN WALNUT

STILE, RAIL and PANEL FACES in all thicknesses.

DOMESTIC:

OAK, plain and quartered, rotary cut, red and white.

GUM, figured and plain.

MAPLE, bird's-eye and plain.

POPLAR, BIRCH, ELM, BASSWOOD, YEL. PINE

For faces, centers, backs, cross-banding and bottoms.

## LUMBER

MAHOGANY,
CIRCASSIAN WALNUT,
AM. (Black) WALNUT,
RED CEDAR.

**PANELS**

1/4", 5/16", 3/8", 3-ply and 5-ply STANDARD SIZES

**HUDDLESTON-MARSH LUMBER COMPANY, 2252 Lumber St., CHICAGO, ILL.**

## J. RAYNER VENEERED PANELS

ALL WOODS

SEND FOR STOCK LIST

**MAHOGANY LUMBER**

CARROLL AVE. AND SHELDON ST.
CHICAGO

## WE HAVE IT

DOOR STOCK, CUT TO SIZE OR IN SHEETS.
POPLAR, GUM, BIRCH, BEECH, ASH, OAK, ELM, MAPLE, BASSWOOD, PINE OR CYPRESS.
CROSSBANDING, FACES, BACKS, DRAWER BOTTOMS AND BACKING.
ROTARY CUT, PLAIN OR QUARTER SAWED HARD MAPLE PIN BLOCK STOCK.
QUARTERED OAK, ETC.

BY THE CARLOAD OR L. C. L.

MILLIONS OF FEET ON HAND AT ALL TIMES

WRITE US ABOUT IT

**J. J. NARTZIK, 1966 to 76 Maud Ave., Chicago, Ill.**

## OAK LUMBER

On account of the war between Kaiser William, Duncan Chisholm and Cousin George, who have always taken this fine quality oak lumber, we can offer for a short time the best quality oak lumber, F. O. B. your place, at bargain prices—especially a large quantity of—

4/4" Ists & 2nds Plain White Oak
4/4" No. 1 Common Plain White Oak
4/4" No. 2 Common Plain White Oak
4/4" Ists & 2nds Plain Red Oak
4/4" No. 1 Common Plain Red Oak
4/4" No. 2 Common Plain Red Oak
4/4" No. 1 Common Quartered White Oak

GET OUR QUOTATIONS BEFORE PURCHASING

JOHN C. SPRY

1003 HARRIS TRUST BUILDING CHICAGO, ILLINOIS

## CIRCASSIAN AMERICAN WALNUT

**R. S. BACON VENEER CO.**

**Veneer Mill and Warehouse**

213 N. Ann St. : : : CHICAGO

## MAHOGANY

# 89%

**of HARDWOOD RECORD subscribers are owners of steam plants. Eighty-nine per cent are, therefore, buyers of wood-working machinery. There is little percentage of waste circulation in HARDWOOD RECORD for machinery advertisers.**

SAVE YOUR MONEY BY USING THE

## RED BOOK

Published Semi-annually in February and August

It contains a carefully prepared list of the buyers of lumber in car lots, both among the dealers and manufacturers. The book indicates their financial standing and manner of meeting obligations. Covers the **United States, Alberta, Manitoba and Saskatchewan.** The trade recognizes this book as the authority on the line it covers.

A well organized Collection Department is also operated and the same is open to you. **Write for terms.**

**Lumbermen's Credit Assn.,** Established 1878

608 So. Dearborn St. CHICAGO *Mention This Paper* 55 John St. NEW YORK CITY

# KNOXVILLE

Famous for Finest Type of Poplar, Oak and Chestnut.

## VESTAL LUMBER AND MANUFACTURING CO.

KNOXVILLE, TENNESSEE.

### QUARTERED WHITE OAK

OUR SPECIALTY

MANUFACTURERS OF

QUARTERED WHITE OAK, PLAIN OAK, POPLAR, WALNUT & TENNESSEE RED CEDAR LUMBER

BAND MILLS AT VESTAL, A SUBURB OF KNOXVILLE. SOUTHERN AND LOUISVILLE & NASHVILLE RAILROAD

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## J. M. LOGAN LUMBER CO.

MANUFACTURERS AND WHOLESALERS
HARDWOODS AND PINE
POPLAR A SPECIALTY

Main Office and Yards: Knoxville

Branch Office and Yard:
Bank and McLean Ave., Cincinnati — I. M. ASHER, Mgr.

We Want Orders for the following Dry Stock:
WHITE OAK—Plain or Quartered.
RED OAK—Plain or Quartered.
CHESTNUT BASSWOOD
POPLAR WHITE PINE

Always carry large well assorted stock of all kinds of Hardwoods.

CAN SHIP ON SHORT NOTICE.

HARDWOOD RECORD is a different kind, and altogether better lumber newspaper than has hitherto been published. This is made possible by the loyal co-operation and support of the hardwood element of the lumber industry. If you are a subscriber you will agree.

## Sliced Quartered Oak

Cut to Dimension, Jointed and Taped, Ready to Lay *ROTARY CUT*

CHESTNUT ASH POPLAR
PINE OAK WALNUT

**Knoxville Veneer Co.**

P. B. RAYMOND, General Manager, Knoxville, Tenn.

## What Veneer and Panel Consumers Will Use in 1914

This information is shown in our service of veneer and panel consumers' requirements lists—complete according to 1914 requirements.

The information contained is all first hand and guaranteed to be authentic. It gives all details that you want to know on which to base an intelligent quotation.

It would cost you thousands of dollars and years of work to compile the same information—we know because that is what it cost us. You can have it for 1% of its real cost.

As its best use is while it is fresh and it costs only two cents to write, drop us a line today and let us give you the details.

HARDWOOD RECORD, CHICAGO, ILL.

# To Interior Finish Manufacturers

**¶ American Black Walnut** is being given prominence in the construction of many notable interiors. The new Marshall Field building in Chicago, the Union Depot in Kansas City, the home office building of the Northwestern Mutual Life in Milwaukee, are only a few typical examples of the use of this wood in quantity. Why not help along the movement by suggesting to architects and owners in your territory the advisability of using **American Black Walnut?** It is to your advantage as well as ours. Note the big stocks, ready to ship, on hand today:

## GEO. W. HARTZELL
### PIQUA, OHIO

WALNUT

| 1ST & 2NDS | | NO. 1 COMMON | |
|---|---|---|---|
| 5/8" | 9,000' | 5/8" | 5,000' |
| 3/4" | 21,000' | 3/4" | 15,000' |
| 4/4" | 18,000' | 4/4" | 90,000' |
| 5/4" | 37,000' | 5/4" | 28,000' |
| 6/4" | 28,000' | 6/4" | 33,000' |
| 8/4" | 37,000' | 8/4" | 40,000' |
| 10/4" | 29,000' | 10/4" | 8,000' |
| 12/4" | 17,000' | 12/4" | 4,000' |
| 16/4" | 7,000' | 16/4" | 1,000' |

4/4" Clear-face 6" & up wide, 35,000'
3/4"-16/4" Figured Boards and Panels, 15,000'

VENEERS

Good assortment of Figured Butts, Long Figured Wood and Plain Wood ready for immediate shipment.

## PICKREL WALNUT COMPANY
### ST. LOUIS, MISSOURI

WALNUT

| 1ST & 2NDS | | NO. 1 COMMON | |
|---|---|---|---|
| 1/2" | 22,000' | 3/4" | 25,000' |
| 5/8" | 18,000' | 4/4" | 98,000' |
| 3/4" | 30,000' | 5/4" | 18,000' |
| 4/4" | 110,000' | 6/4" | 16,000' |
| 5/4" | 20,000' | 8/4" | 22,000' |
| 6/4" | 25,000' | 10/4" | 10,000' |
| 8/4" | 12,000' | 12/4" | 8,000' |
| 10/4" | 10,000' | 5/8" | 30,000' |
| | NO. 2 COMMON | | |
| 4/4" | 60,000' | 6/4" | 18,000' |
| 5/4" | 10,000' | 8/4" | 12,000' |

VENEERS

2,000,000' FIGURED WALNUT VENEERS IN LONG AND BUTT WOOD READY FOR SHIPMENT. PLAIN WOOD CUT TO ORDER.

## H. A. McCOWEN & COMPANY
### SALEM, INDIANA

WALNUT

| | | | |
|---|---|---|---|
| 5/8" 1st & 2nds | 110,000' | 8/4" 1st & 2nds | 41,000' |
| 3/4" 1st & 2nds | 135,000' | 9/4" 1st & 2nds | 7,000' |
| 4/4" 1st & 2nds | 292,000' | 10/4" 1st & 2nds | 3,500' |
| 5/4" 1st & 2nds | 82,000' | 12/4" 1st & 2nds | 7,000' |
| 6/4" 1st & 2nds | 46,000' | 16/4" 1st & 2nds | 3,200' |

COMMON WALNUT

| | | | |
|---|---|---|---|
| 4/4" No. 1 | 420,000' | 9/4" No. 1 | 4,000' |
| 5/4" No. 1 | 110,000' | 10/4" No. 1 | 3,000' |
| 6/4" No. 1 | 89,000' | 12/4" No. 1 | 3,000' |
| 8/4" No. 1 | 62,000' | 16/4" No. 1 | 1,200' |

All thicknesses in No. 2 Common

## FRANK PURCELL
### KANSAS CITY, MISSOURI

PRIME
Walnut Logs
FOR EXPORT

Figured Walnut Logs

Figured Walnut Butts

## SANDERS & EGBERT COMPANY
### GOSHEN, INDIANA

WALNUT

| 1ST AND 2NDS | | | |
|---|---|---|---|
| 1/2" | 38,000' | 5/4" | 10,300' |
| 5/8" | 42,500' | 6/4" | 6,000' |
| 3/4" | 50,000' | 8/4" | 14,600' |
| 4/4" 7-9" | 4,500' | 10/4" | 2,200' |
| 4/4" | 11,300' | 4/4" Clear Face | 25,000' |
| 4/4" 12" & up | 3,700' | 4/4" 10" & up Shorts | 11,700' |
| | NO. 1 COMMON | | |
| 1/2" | 18,000' | 5/4" | 17,500' |
| 5/8" | 10,500' | 6/4" | 2,700' |
| 3/4" | 8,000' | 8/4" | 27,300' |
| 4/4" | 28,500' | | |
| | NO. 2 COMMON | | |
| 1/2" | 2,500' | 4/4" | 29,000' |
| 5/8" | 5,500' | 5/4" | 4,400' |
| 3/4" | 12,500' | 4/4" Shorts | 16,500' |
| 3/4" Sappy | 5,000' | | |

## PENROD WALNUT & VENEER CO.
### KANSAS CITY, MISSOURI

WALNUT

| 1ST & 2NDS | | NO. 1 COMMON | |
|---|---|---|---|
| 5/8" | 40,000' | 5/8" | 38,000' |
| 3/4" | 49,000' | 3/4" | 50,000' |
| 4/4" | 73,000' | 4/4" | 240,000' |
| 5/4" | 18,000' | 5/4" | 30,000' |
| 6/4" | 16,000' | 6/4" | 14,000' |
| 8/4" | 14,000' | 8/4" | 8,000' |
| 10/4" | 1,800' | 10/4" | 3,000' |

All thicknesses in No. 2 Common KRAETZER CURED LUMBER in stock ready for shipment. THREE MILLION FEET of Figured Walnut Butt Veneers and TWO MILLION FEET of Figured Walnut Long Veneers.

We furnish Plain Walnut Veneers—any thickness—cut to size.

## THEODOR FRANCKE ERBEN, G. m. b. H.
### CINCINNATI, OHIO

1ST & 2NDS WALNUT

| | | | |
|---|---|---|---|
| 3/8" | 28,000' | 5/4" | 24,000' |
| 1/2" | 140,000' | 6/4" | 24,000' |
| 5/8" | 180,000' | 8/4" | 44,000' |
| 3/4" | 110,000' | 10/4" | 4,000' |
| 4/4" | 96,000' | 12/4" | 6,000' |
| | NO. 1 COMMON WALNUT | | |
| 3/8" | 37,000' | 5/4" | 25,000' |
| 1/2" | 92,000' | 6/4" | 40,000' |
| 5/8" | 58,000' | 8/4" | 51,000' |
| 3/4" | 92,000' | 10-12/4" | 4,000' |
| 4/4" | 120,000' | | |
| | NO. 2 COMMON WALNUT | | |
| 3/4" | 23,000' | 5/4-8/4" | 60,000' |
| 4/4" | 80,000' | | |

## EAST ST. LOUIS WALNUT CO.
### EAST ST. LOUIS, ILLINOIS

| 1ST & 2NDS WALNUT | | NO. 1 COMMON WALNUT | |
|---|---|---|---|
| 3/8" | 50,000' | 3/8" | 50,000' |
| 1/2" | 110,000' | 1/2" | 30,000' |
| 5/8" | 160,000' | 5/8" | 85,000' |
| 3/4" | 135,000' | 3/4" | 150,000' |
| 4/4" | 98,000' | 4/4" | 220,000' |
| 5/4" | 72,000' | 5/4" | 46,000' |
| 6/4" | 34,000' | 6/4" | 81,000' |
| 8/4" | 21,000' | 8/4" | 15,000' |
| 10/4" | 6,000' | 10/4" | 2,000' |
| 12/4" | 12,000' | 12/4" | 9,000' |

## Penrod Walnut & Veneer Co.

**Mills, Kansas City and Helena, Ark.**

Address all inquiries to
**General Offices**
**KANSAS CITY, MO.**

**Kansas City Plant**
**Exclusively**
**WALNUT**

American and
Circassian
Figured
and Plain
VENEERS
and
LUMBER

**Helena, Ark., Plant**
**Exclusively**
**Rotary Cut**
**Veneers**

Oak, Ash
Red Gum, Elm
Poplar
Cypress
Yellow Pine
DRY AND FLAT
LATHES UP
TO 104″

## PENROD-JURDEN-McCOWEN LUMBER COMPANY

**Band Mills & Offices: Brasfield, Ark.**

Ready for immediate shipment

RED GUM

| QUARTERED | PLAIN |
|---|---|
| 2 cars 4/4″ 1s and 2s. | 3 cars 4/4″ 1s and 2s. |
| 1 car 5/4″ 1s and 2s. | 2 cars 5/4″ 1s and 2s. |
| 1 car 6/4″ 1s and 2s. | 1 car 6/4″ 1s and 2s. |
| 2 cars 8/4″ 1s and 2s. | 3 cars 8/4″ 1s and 2s. |
| | 1 car 10/4″ 1s and 2s. |
| 3 cars 4/4″ No. 1 Com. | 3 cars 4/4″ No. 1 Com. |
| 1 car 5/4″ No. 1 Com. | 2 cars 5/4″ No. 1 Com. |
| 1 car 6/4″ No. 1 Com. | 2 cars 6/4″ No. 1 Com. |
| 2 cars 8/4″ No. 1 Com. | 3 cars 8/4″ No. 1 Com. |
| | 2 cars 10/4″ No. 1 Com. |

**The Famous Cache River Red Gum**

**Band Sawn—Dry—Flat**

Plain and Quarter Sawn Red and White Oak always in stock

## UNIFORM OAK
## UNIFORM WHITE COLOR
## UNIFORM SOFT TEXTURE

Cut from our own tract of timber of 100,000 acres, by our own mills under our own personal supervision. We cut 200,000 feet of lumber every day.

SEND US YOUR INQUIRIES

**The Mowbray & Robinson Company**

YARDS:
Cincinnati, O.
Detroit, Mich.
Rochester, N. Y.
Brooklyn, N. Y.

CINCINNATI, O.

MILLS:
Quicksand, Ky.
Viper, Ky.
West Irvine, Ky.

## Hardwood Record's

strongest circulation is in the region where things are made of wood—WISCONSIN, MICHIGAN, ILLINOIS, INDIANA, OHIO, PENNSYLVANIA, NEW YORK and the East. **It's the BEST sales medium for hardwood lumber.**

W. E. HEYSER, President WEAVER HASS, V. President
BENJAMIN BRAMLAGE, Sec'y & Treas.

## The W. E. Heyser Lumber Company

MAIN OFFICE & YARDS
**Winton Place**
**Cincinnati, Ohio**

BRANCH YARDS AND MILLS
West Virginia, Mississippi, Arkansas & Kentucky

12,000,000 ft. High Grade West Virginia and Southern Hardwoods in stock at all times.

Shipments made direct from our own yards and mills in straight or mixed cars.

**SEND US YOUR INQUIRIES**

# NASHVILLE

## THE LOGICAL PLACE TO BUY HARDWOODS

THE following is a list of stocks offered to the consuming trade by the hardwood lumbermen of Nashville. The character of the timber from which Nashville hardwood men secure their stocks places them in a peculiarly strong position as far as quality of lumber is concerned. Nashville lumbermen have always been noted for their strict adherence to all terms of sale, and in short have an enviable reputation for making good both as to the quality of lumber and as to grading.

The members of the Nashville hardwood trade solicit your attention to these facts and an opportunity of demonstrating their truthfulness.

### MORFORD LUMBER CO.

42,000 ft. 4/4 1s & 2s Pl. Red Oak.
24,000 ft. 4/4 No. 1 Common Plain Red Oak.
12,000 ft. 5/4 1s & 2s Pl. Red Oak.
14,000 ft. 8/4 1s & 2s Pl. Red Oak.
64,000 ft. 4/4 1s & 2s Pl. Wh. Oak.
35,000 ft. 4/4 No. 1 Common Plain White Oak.
8,000 ft. 5/4 1s & 2s Pl. Wh. Oak.
4,000 ft. 5/4 No. 1 Common Plain White Oak.
15,000 ft. 4/4 1s and 2s Qtd. White Oak.
1 car of 10/4 and 12/4 No. 1 Common and Better Ash.
1 car of 5/4 No. 1 Common Poplar.
1 car of 4/4 11" and 12" Poplar Box Boards.

### BAKER, JACOBS & COMPANY

3,100 ft. 1" 1s and 2s Poplar, 24" and up.
9,500 ft. 1" 1s and 2s Poplar, 18" to 23".
15,000 ft. 1" 1s & 2s Poplar, regular.
12,000 ft. 1" Sap Poplar.
14,000 ft. 1" No. 1 Common Poplar.
16,000 ft. 5/4 No. 1 Com. Poplar.
40,000 ft. 6/4 No. 1 Com. Poplar.
16,000 ft. 8/4 1s and 2s Poplar.
60,000 ft. 1" 1s and 2s Qtd. White Oak.
20,000 ft. 1" 1s and 2s Plain White Oak.
2,400 ft. 1" 1s and 2s Qtd. White Oak, 14" and up.

### TENNESSEE OAK FLOORING CO.

3 cars 4/4 1s and 2s Plain White Oak.
20 cars 4/4 1s and 2s Plain Red Oak.
40 cars 4/4 No. 1 Common Plain Red Oak.
8 cars 4/4 No. 1 Common Plain White Oak.
10 cars 4/4 No. 2 Common Plain Red Oak.
5 cars 4/4 No. 2 Common Plain White Oak.
1 car 4/4 Clear Plain R and W. O. Strips, 2½-5½-inch.
2 cars 4/4 Common Plain R. and W. O. Strips, 2½-5½ inch.
2 cars 4/4 1s and 2s Quartered White Oak.
10 cars 4/4 No. 1 Common Quartered White Oak.
1 car 5/4 10-inch and wider, 1s and 2s Plain Red Oak.
1 car 6/4 10-inch and wider, 1s and 2s Plain Red Oak.
3 cars 8/4 1s and 2s Plain Red Oak.
2 cars 8/4 No. 1 Common Plain Red Oak.
1 car 6/4 1s and 2s Plain Red Oak.
1 car 6/4 No. 1 Common Plain Red Oak.

### THE DAVIDSON, HICKS & GREENE COMPANY

40,000 ft. 4/4 1s and 2s Plain White Oak
20,000 ft. 5/4 1s and 2s Plain Red Oak
15,000 ft. 5/4 No. 1 Plain Red Oak
50,000 ft. 4/4 1s and 2s Chestnut
25,000 ft. 6/4 1s and 2s Chestnut
30,000 ft. 4/4 No. 1 Common Chestnut
40,000 ft. 5/4 No. 1 Common Chestnut
12,000 ft. 8/4 No. 1 Common Chestnut
15,000 ft. 5/8 1s and 2s Poplar, 7" and up
30,000 ft. 4/4 1s and 2s Poplar, 7" and up
15,000 ft. 5/4 1s and 2s Poplar, 7" and up
20,000 ft. 6/4 1s and 2s Poplar, 7" and up
12,000 ft. 5/4 Sap Poplar, 5" and up
13,000 ft. 6/4 Sap Poplar, 5" and up
40,000 ft. 5/4 No. 1 Common Poplar, 5" and up
30,000 ft. 6/4 No. 1 Common Poplar, 5" and up

### NASHVILLE HARDWOOD FLOORING CO.

*A few items we are very anxious to to move at very low prices.*

**OAK FLOORING**

60,000' 3/8"x1½" Clear Plain White
150,000' 3/8"x2" Clear Plain White
200,000' 13-16" x 2¼" Clear Plain White
40,000' 3/8"x1½" Clear Plain Red
200,000' 3/8"x2" Clear Plain Red
200,000' 13-16" x 2¼" Clear Plain Red
70,000' 13-16" x 2¼" Clear Qtd. White
15,000' ½"x2" Clear Qtd. Red
30,000' 5/8"x2¼" Clear Qtd. Red
20,000' 13-16" x 2¼" Sap Clear Qtd. White

### FARRIS HARDWOOD LUMBER CO.

1 car 5/4 No. 2 Common Quartered White Oak
1 car 6/4 No. 2 Common Quartered White Oak
1 car 4/4 1s and 2s Poplar
10 cars 4/4 No. 1 Common Poplar
1 car 4/4 Sap and Select Poplar
1 car 4/4 No. 1 Common and Better Quartered Sycamore
1 car 4/4 No. 1 Common and Better Plain Sycamore

### JOHN B. RANSOM & CO.

SPECIAL LOT OF STOCK

100 M' 4/4 1s and 2s Plain White Oak
150 M' 4/4 No. 1 Common Plain White Oak
50 M' 4/4 No. 2 Common Plain White Oak
100 M' 4/4 No. 1 Common Plain Red Oak
50 M' 4/4 No. 2 Common Plain Red Oak
50 M' 4/4 No. 1 Common Qtd. White Oak
20 M' 12/4 1s and 2s Qtd. White Oak
5 M' 12/4 No. 1 Common Qtd. White Oak

# THE SOUTH

PROMINENT SOUTHERN MANUFACTURERS

100M 4/4 1s & 2s Quartered White Oak
75M 4/4 No. 1 Com. Quartered White Oak
12M 4/4 No. 2 Com. Quartered White Oak
40M 8/4 1s & 2s Quartered White Oak
50M 4/4 1s & 2s Plain Red Oak
100M 4/4 No. 1 Common Plain Red Oak
25M 4/4 No. 2 Common Plain Red Oak
100M 4/4 No. 1 Common Plain White Oak
25M 4/4 No. 2 Common Plain White Oak
25M 4/4 1s & 2s Sap Gum
50M 4/4 No. 1 Common Sap Gum
50M 4/4 No. 2 Common Sap Gum

Band Sawed Stock for Immediate Shipment. Prompt Delivery Assured.

## Carnahan-Allport Lumber Company

SUCCESSORS

TARNER LAND & LUMBER COMPANY

Ceridge, Lonoke Co., Ark.

## Band Sawn Hardwoods

WE PRODUCE OUR OWN STOCKS

Our Specialties: Cottonwood, Red and Sap Gum, Oak—plain and quartered, red and white, Three Ply Red Gum Panels.

*A Few Items We Want to Move:*

| | | | | | |
|---|---|---|---|---|---|
| 10 | Cars | 4/4 | 6" | 1s & 2s | Cottonwood |
| 5 | Cars | 4/4 | 6" | 1s & 2s | Cottonwood |
| 10 | Cars | 4/4 | 12" | 1s & 2s | Cottonwood |
| 10 | Cars | 4/4 | 12" | 1s | Cottonwood Box Boards |
| 1 | Cars | 4/4 | 12" | 1s | Cottonwood Bed Boards |
| 1 | Cars | 4/4 | 6" | 1s | Cottonwood |
| 1 | Car | 5/4 | 6" | 1s & 2s | Cottonwood |
| 1 | Car | 6/4 | 6" | 1s & 2s | Cottonwood |
| 1 | Car | 8/4 | 6" | 1s & 2s | Cottonwood |
| 2 | Cars | 5/4 | 6" | wider 1st & 2nds | Plain White Oak. |
| 2 | Cars | 6/4 | 6" | wider 1st & 2nds | Plain White Oak. |
| 2 | Cars | 8/4 | 6" | wider 1st & 2nds | Plain White Oak. |
| 2 | Cars | 4/4 | 6" | wider 1st & 2nds | Plain White Oak. |
| 2 | Cars | 4/4 | Long | Bed Material | |
| 2 | Cars | 5/4 | Long | Bed Material | |
| 1 | Car | 4/4 | 6" | wider 1st & 2nds | Red Gum. |
| 1 | Car | 5/4 | 6" | wider 1st & 2nds | Red Gum. |
| 1 | Car | 6/4 | 6" | wider 1st & 2nds | Red Gum. |
| 1 | Car | 8/4 | 6" | wider 1st & 2nds | Red Gum. |
| 1 | Car | 4/4 | 6" | wider 1st & 2nds | Red Gum. |
| 2 | Cars | 5/4 | 6" | wider 1st & 2nds | Red Gum. |
| 1 | Car | 6/4 | 6" | wider 1st & 2nds | Red Gum. |
| 1 | Car | 8/4 | 6" | wider 1st & 2nds | Red Gum. |
| 1 | Car | 5/8" | 4" | & wider No. 1 Com. | Red Gum. |
| 1 | Car | 5/8" | 4" | & wider No. 1 Com. | Red Gum. |
| 1 | Car | 3/4" | 4" | & wider No. 1 Com. | Red Gum. |
| 6 | Cars | 4/4" | 4" | & wider No. 1 Com. | Red Gum. |
| 2 | Cars | 5/4" | 4" | & wider No. 1 Com. | Red Gum. |
| 1 | Car | 6/4" | 4" | & wider No. 1 Com. | Red Gum. |
| 2 | Cars | 8/4" | 6" | wider 1st & 2nds | Sap Gum. |
| 3 | Cars | 4/4" | 6" | wider 1st & 2nds | Sap Gum. |
| 3 | Cars | 4/4" | x12" | wider No. 1 Com. | Sap Gum. |
| 2 | Cars | 5/4" | Long | Bed Plank Specials | |
| 6 | Cars | 3/4" | 1st & 2nds | Plain | Red Oak. |
| 8 | Cars | 4/4" | 1st & 2nds | Plain | Red Oak. |
| 2 | Cars | 5/8" | 1st & 2nds | Plain | Red Oak. |
| 7 | Cars | 4/4" | 1st & 2nds | Plain | Red Oak. |

WRITE US FOR PRICES

**ANDERSON-TULLY COMPANY, Memphis, Tenn.**

BOX SHOOKS AND VENEERS

## John B. Yates Lumber Co.

MANUFACTURERS AND SHIPPERS OF

**West Virginia Hardwoods**

We make prompt shipments of high grade lumber at attractive prices

SEND US YOUR INQUIRIES, AND LET US QUOTE YOU

**Pennsboro, W. Va.**

## Carolina Spruce Company

OFFERS FOR SALE

Two cars 8/4 common and better Basswood
One car 4/4 1st and 2nd Basswood
Three cars 4/4 No. 2 common Basswood
Two cars 4/4 No. 3 common Basswood
Two cars 5/4 common and better Chestnut
Three cars 8/4 common and better Chestnut
Three cars 8/4 common and better Red Oak
Four cars 4/4 common and better Red Oak
Two cars 4/4 No. 2 common Red Oak

BAND SAWN STOCK

Mills: Pensacola, N. C. Capacity, 90,000 ft. per day

Charles K. Parry & Co. Sole Selling Agents Land Title Building Philadelphia

## Salt Lick Lumber Co.

SALT LICK . . . KENTUCKY

MANUFACTURERS OF

**Eureka Oak Flooring**

Complete stock of 3/8" and 13/16" in all standard widths

When You Need 4/4 to 8/4 { SAP GUM / PLAIN & QTD. OAK / CYPRESS OR / COTTONWOOD } Try Us for Good Grades

**The Johnson-Tustin Lumber Company**

566 RANDOLPH BUILDING, MEMPHIS, TENN.

**89%** of HARDWOOD RECORD subscribers are owners of steam plants. Eighty-nine per cent are, therefore, buyers of wood-working machinery. There is little percentage of waste circulation in HARDWOOD RECORD for machinery advertisers.

# BAY CITY·MICH.

THE LARGEST PRODUCING CENTER OF MICHIGAN HARDWOOD

## LOWER PENINSULA HARD MAPLE

## When You Think This, Think Bay City

300M 4/4 1sts & 2nds Hard Maple
700M 4/4 No. 1 Common Hard Maple
55M 6/4 No. 1 Common Hard Maple
500M 4/4 No. 3 Common Hard Maple
500M 4/4 No. 2 Com. & Better Hard Maple
125M 5/4 No. 2 Common & Better Beech
100M 4/4 1sts & 2nds Basswood
100M 4/4 No. 1 Common Basswood
75M 4/4 No. 2 Common Basswood

**Richardson Lumber Company**

150M ft. 4/4 1st & 2nd Maple.
40M ft. 5/4 1st & 2nd Maple.
150M ft. 4/4 No. 3 Common Maple
500M ft. 5/4 No. 3 Common Maple
20M ft. 6/4 No. 3 Common Maple
40M ft. 4/4 1st & 2nds Birch
40M ft. 4/4 No. 3 Common Birch
10M ft. 6/4 No. 3 Common Birch
50M ft. 5/4 1st & 2nds Basswood
1700 ft. 4/4 1sts & 2nds Basswood, 12" and wider
400M ft. 5/4 No. 2 Common & Better Beech
500M ft. 6/4 No. 2 Common & Better Beech
40M ft. 8/4 No. 2 Common & Better Beech
150M ft. 6/4 No. 3 Common Beech
100M ft. 6/4 No. 3 Common Elm
50M ft. 4/4 No. 3 Common & Better White Pine

**The Kneeland-Bigelow Company**

### HARD MAPLE

| | |
|---|---|
| 16/4 1s & 2s, 8" and up | 124,300 ft. |
| 16/4 No. 1 Com. | 34,700 ft. |
| 16/4 No. 2 C & B, 4 to 7" wide | 9,000 ft. |
| 12/4 1s & 2s, 8" and up | 203,800 ft. |
| 12/4 No. 1 Com. | 26,000 ft. |
| 10/4 1s & 2s, 8" and up | 163,200 ft. |
| 8/4 1s & 2s, 8" and up | 180,200 ft. |
| 8/4 No. 1 Com., 8" and up | 8,200 ft. |
| 8/4 heart culls | 72,000 ft. |
| 6/4 1s & 2s, 8" and up | 286,000 ft. |
| 5/4 1s & 2s, 8" and up | 166,800 ft. |
| 5/4 Bird's Eye | 920 ft. |
| 4/4 Bird's Eye | 480 ft. |
| 4/4 White | 97,500 ft. |
| 4/4 1s & 2s, 8" and up | 650,000 ft. |
| 4/4 Heart culls | 61,200 ft. |
| 4/4 Plank trim | 37,000 ft. |

### BIRCH

| | |
|---|---|
| 5/4 No. 2 C & B | 6,200 ft. |
| 5/4 No. 3 Com. | 2,000 ft. |
| 4/4 No. 1 Com. | 52,000 ft. |
| 4/4 No. 2 C & B | 189,200 ft. |
| 4/4 No. 2 Com. | 28,000 ft. |
| 4/4 No. 3 Com. | 93,500 ft. |

### BEECH

| | |
|---|---|
| 6/4 No. 2 C & B | 35,000 ft. |
| 6/4 No. 3 Com. | 68,000 ft. |
| 5/4 No. 2 C & B. | 409,000 ft. |
| 5/4 No. 3 Com. | 51,000 ft. |
| 4/4 No. 1 C. & B. | 53,000 ft. |
| 4/4 No. 2 & 3 Com. | 859,000 ft. |
| 4/4 No. 3 Com. | 57,000 ft. |

### BASSWOOD

| | |
|---|---|
| 4/4 No. 2 C. & B. | 446,000 ft. |
| 4/4 No. 3 Com. | 30,000 ft. |

### ELM

| | |
|---|---|
| 4/4 Full cut | 26,000 ft. |

### ASH

| | |
|---|---|
| 4/4 Full cut | 18,000 ft. |

### CHERRY

| | |
|---|---|
| 4/4 Full cut | 1,600 ft. |

### OAK

| | |
|---|---|
| 4/4 Full cut | 6,000 ft. |

**W. D. Young & Company**

500,000 ft. 4/4 No. 1 and No. 2 Common Hard Maple.
250,000 ft. 5/4 No. 1 and No. 2 Common Hard Maple.
40,000 ft. 5/4 No. 1 Common and Better Hard Maple.
9,000 ft. 5/4x11½" and wider 1st and 2ds Hard Maple.
5,000 ft. 9/4x12" and wider 1st and 2ds Hard Maple.
4,000 ft. 4/4 1st and 2nds Hard Maple.
700 ft. 5/4 1st and 2nds Birds Eye Hard Maple.
300,000 ft. 4/4, 5/4 and 6/4 No. 3 Common Hard Maple.
140,000 ft. 4/4 No. 3 Common Birch.
35,000 ft. 5/4 No. 3 Common and Better Balm.
15,000 ft. 6/4 No. 3 Common and Better Balm.
15,000 ft. 5/4 No. 2 Common and Better Beech.

**Ross & Wentworth**

***Let the following manufacturers know your needs:***

**KNEELAND-BIGELOW CO.**
**RICHARDSON LUMBER CO.**
**ROSS & WENTWORTH**
**W. D. YOUNG & CO.**

# LOUISVILLE

## THE HARDWOOD GATEWAY OF THE SOUTH

## Buy Where the Buying is Good

If you need hardwood lumber, NOW is the time and Louisville is the place to get it.

Lumber values are on a firm basis, but the present is favorable to the consumer on account of temporary conditions, which may be changed shortly. The market can hardly go lower, but it is likely to go higher. Hence the wise consumer will cover his requirements for some time to come at present prices.

Louisville service guarantees satisfaction. Write for description and prices of any of the following stock. It will please you.

### EDWARD L. DAVIS LUMBER COMPANY

[illegible] 4/4 [illegible]
[illegible] 4/4 No. 1 [illegible]
[illegible] 4/4 [illegible]
[illegible] 5/4 No. 1 [illegible]
20 cars 4/4 No. 1 common cottonwood.
10 cars 4/4 No. 2 common cottonwood.
5 cars 5/4 No. 1 common cottonwood.
[illegible] 4/4 No. 2 [illegible]
[illegible] 4/4 to 16/4 [illegible]

### CHURCHILL-MILTON LUMBER COMPANY

[illegible] 4/4 [illegible] No. 1 [illegible]
65,000 ft. 4-6-8/4 log run beech.
15,000 ft. 3-inch log run beech.
20,000 ft. 4/4 common and better hard maple.
30,000 ft. 6/4 common and better hard maple.
60,000 ft. 8/4 common and better hard maple.
20,000 ft. 10/4 common and better hard maple.
15,000 ft. 3 and 4-inch common and better hard maple.
250,000 ft. 4/4 and thicker No. 2 common and better poplar
25,000 ft. 3-inch log run elm.
60,000 ft. 4/4 1s and 2s plain red oak.

### THE LOUISVILLE VENEER MILLS

[illegible] 4/4 [illegible]
1 cars 4/4 No. 1 common plain oak.
3 car 4/4 1s and 2s plain oak.
3 car 4/4 1s and 2s figured red gum.
1 car 4/4 No. 1 common figured red gum
1 car 5/8 1s & 2s quartered oak.
1 car 5/8 No. 1 common quartered oak.
1 car 5/4 1s and 2s quartered oak.
1 car 4/4 No. 1 common poplar.

### W. P. BROWN & SONS LUMBER COMPANY

200,000 ft. 4/4 1s and 2s [illegible]
150,000 ft. 6/4 1s and 2s plain white oak.
200,000 ft. 4/4 No. 1 [illegible]
200,000 ft. 4/4 common quartered white oak.
200,000 ft. 4/4 No. 1 common quartered red gum.
100,000 ft. 2 inch 1s and 2s plain white oak.
100,000 ft. 5/4 common and better quartered white [illegible]

### BOOKER-CECIL LUMBER COMPANY

200,000 ft. 4/4 No. 1 [illegible]
1 car 3-inch 1s [illegible]
1 car 4-inch 1s and 2s [illegible]
75,000 ft. 4/4 No. 1 common poplar.
45,000 ft. 4/4 No. 1 common quartered white [illegible]
40,000 ft. 2-inch common and better maple.
30,000 ft. 4/4 clear sap poplar.
15,000 ft. 4-inch 1s and 2s [illegible]

### THE STEMMELEN-FULLENLOVE COMPANY

4 cars 4/4 1s and 2s quartered white oak.
3 cars 4/4 No. 1 [illegible] quartered white oak.
2 cars 4/4 No. 2 common quartered white oak
1 car 8/4 No. 1 common red oak.
3 cars 8/4 1s and 2s [illegible]
2 cars 8/4 1s and 2s plain white oak.
3 cars 4/4 No. 1 common red oak.
4 cars 4/4 No. 1 common white oak.
1 car 8/4 No. 1 common plain white oak.

### NORTH VERNON LUMBER COMPANY

95,000 ft. 5/8 1s and 2s quartered white oak.
126,400 ft. 5/8 No. 1 com. quartered white oak.
150,000 ft. 3/4 1s and 2s quartered white oak.
250,000 ft. 3/4 No. 1 common quartered white oak.
50,000 ft. 4/4 1s and 2s common quartered white oak.
92,000 ft. 4/4 No. 1 common quartered white oak.
98,000 ft. 5/8 1s and 2s plain red oak.
108,000 ft. 5/8 No. 1 common plain red oak.
58,000 ft. 4/4 1s and 2s plain red oak.
250,000 ft. 4/4 No. 1 common plain red oak.
72,000 ft. 5/4 1s and 2s plain red oak.
19,000 ft. 5/4 No. 1 common plain red oak

### NORMAN LUMBER COMPANY

(Mills at Holly Ridge, La.)

**RED GUM**

40,000 ft. 4/4, 1s and 2s.
350,000 ft. 4/4, No. 1 com.

**SAP GUM**

100,000 ft. 4/4 1s and 2s.
100,000 ft. 5/4 1s and 2s.

401,000 ft. 4/4 No. 1 [illegible]
100,000 ft. 5/4 No. 1 com
140,000 ft. 6/4 No. 1 com
200,000 ft. 8/4 No. 1 com

**PLAIN RED OAK**

115,000 ft. 4/4 1s and 2s
250,000 ft. 4/4 No. 1 com

# THE EAST

LEADING MANUFACTURERS AND JOBBERS

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## Willson Bros. Lumber Co.

MANUFACTURERS

WEST VIRGINIA HARDWOODS

Oliver Building PITTSBURG, PA.

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## WM. WHITMER & SONS

INCORPORATED

Manufacturers and Wholesalers of All Kinds of

"If Anybody Can, We Can"

HARDWOODS

West Virginia Spruce and Hemlock
Long and Short Leaf Pine Virginia Framing

Franklin Bank Bldg. PHILADELPHIA

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**AMERICAN LUMBER & MFG. CO.,** General Offices: PITTSBURGH, PA.

MANUFACTURERS

SILVER WHITE PINE

A real Cork Pine Substitute for Planing Mill and Pattern Work

Idaho White Pine Northern Soft Cork White Pine

Also Yellow Pine and Hardwoods

WE WANT HIGH CLASS WHITE PINE COMMISSION SALESMEN

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## BIRCH AND MAPLE

A few cars in transit and a large assortment at the mill. Write us.

New York Office
25 W. 42d St.

**Geo. Webster Lumber Co.**
SPRINGFIELD, MASS.

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## H. D. WIGGIN

89 STATE STREET
BOSTON, MASS.

MANUFACTURER HARDWOOD LUMBER

Circular-sawed Poplar, Oak, Chestnut, Basswood, Maple

Mill at Stone Coal Junction, West Virginia

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SPECIALS

OAK POPLAR CHESTNUT

All Kinds Band-Sawn Hardwoods

**JACKSON-WYATT LUMBER CO.**

Franklin Bank Bldg. Philadelphia, Pa.

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## WISTAR, UNDERHILL & NIXON

REAL ESTATE TRUST BUILDING, PHILADELPHIA, PA.

**QUARTERED WHITE OAK**

NICE FLAKY STUFF

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*You can't afford to be without* ***The Gibson Tally Book***

*when it costs but a dollar, if you want the most convenient and accurate system for tallying lumber.*

***Hardwood Record :: :: :: Chicago***

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## WM. E. LITCHFIELD

MASON BUILDING, BOSTON, MASS.

**Specialist in Hardwoods**

Manufacturers are requested to supply lists of stock for sale

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# R. E. Wood Lumber Company

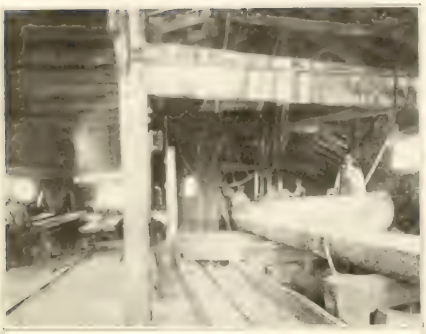
¶ Manufacturers of Yellow Poplar, Oak, Chestnut, Hemlock and White Pine.

¶ We own our own stumpage and operate our own mills.

¶ Correspondence solicited and inquiries promptly answered.

**GENERAL OFFICES: CONTINENTAL BUILDING.**

**Baltimore, Maryland**



The band saws that have cut large type grown hardwoods in Indiana for a half century, and have enabled us to maintain the policy of

Honest Inspection
Intelligent Selection

**Hoffman Bros. Company, Fort Wayne, Ind.**

**If you use wide Poplar, write our nearest office for prices**

25 M 1" 18 and up Panel Poplar.

28 M 2" 6 to 17 1st and 2nd Poplar
15 M 2" 18 to 21 1st and 2nd Poplar
10 M 2" 22 to 25 1st and 2nd Poplar
3 M 2" 26 and up 1st and 2nd Poplar
30 M 2½" 6 to 17 1st and 2nd Poplar
18 M 2½" 18 to 22 1st and 2nd Poplar
13 M 2½" 22 to 25 1st and 2nd Poplar
6 M 2½" 26 and up 1st and 2nd Poplar
10 M 3" 6 to 17 1st and 2nd Poplar
15 M 3" 18 and up 1st and 2nd Poplar

Band sawn—good lengths—thoroughly dry —National Grades. We have five million feet Poplar and Oak awaiting your inquiries

**Faust Bros. Lumber Co.**

Fisher Building, CHICAGO, ILLINOIS
City Bank Building, PADUCAH, KENTUCKY

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SUBSCRIPTION TERMS: In the United States and its possessions, and Canada $2.00 the year; in foreign countries, $1.00 extra postage.

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Kiln-Dried Polished

OAK FLOORING — HARDWOOD LUMBER — BOX SHOOKS
CARRIER LUMBER & MFG. CO.
SARDIS, MISS.
BENT WOODWORK — ROTARY CUT VENEER

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**ICHABOD T. WILLIAMS & SONS**

**Foreign and Domestic Woods In Logs, Lumber and Veneers**

11th Ave. and 25th Street
NEW YORK

910 So. Michigan Avenue
CHICAGO

# Hardwood Record

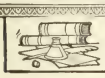
Published in the Interest of the American Hardwood Forests, the Products thereof, and Logging, Saw Mill and Wood-Working Machinery, on the 10th and 25th of each Month, by

THE HARDWOOD COMPANY

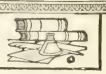
Edgar H. Defebaugh, President
Edwin W. Meeker, Managing Editor
Hu Maxwell, Technical Editor

Entire Seventh Floor Ellsworth Building
537 So. Dearborn Street, CHICAGO
Telephones: Harrison 8086-8087-8088

Vol. XXXVIII CHICAGO, OCTOBER 10, 1914 No. 12

## Review and Outlook



### General Market Conditions

IT WOULD SEEM THAT THE LEAST SAID regarding business conditions in general the better, as the situation is still so uncertain that it is impossible to analyze it with any feeling of surety as to the truth of the analysis. What notes of change have been forthcoming within the last week or two have been, happily, of an optimistic tone. In fact, it is rather surprising to note the real tendency in this direction as it seems almost universal, or rather country-wide. No one is boasting of any big business, nor is anyone likely to boast. No one is boasting of top-notch prices, but it is a very common occurrence to hear statements that the situation actually does seem to be looking better and have these statements, for the most part, substantiated by actual experiences.

For instance, a prominent hardwood man of Chicago recently made a trip to Grand Rapids. He came back with a very substantial line of orders at prices that were very fair under the circumstances. This is an actual occurrence and the man in question is now, of course, in line with the optimists.

There really does seem to be fairly substantial ground for the more favorable opinions as the consuming factories are continuing along on about the same basis on which they have operated for some time, a very small percentage of them shutting down or cutting down their working time to any great extent.

The car stock situation is still inactive and there doesn't seem to be any prospect of the railroads getting into the market again on a normal basis in the immediate future at least. This, of course, applies to bridge timber and to the general line of lumber for other work which does not come directly under car construction.

The latest report on the building situation showed without room for doubt that there is even a little more building projected and actually under construction than could fairly be hoped for under existing conditions, as money continues to be pretty generally tight.

Planing mill trade is not doing a great deal but is keeping good forces fairly busy.

No one can foretell, of course, when the end of hostilities will come and what they will culminate in. Americans generally are expressing far more concern as to the probable duration of the struggle than over the fortunes of either of the contending factions. It is, of course, impossible to even estimate the probable length of the struggle, but it will surely continue until one side or the other is utterly exhausted. With the magnitude of the forces in action it should not take long to accomplish this result. In the meantime this country is rapidly becoming adjusted to the new conditions and is in fair way to take advantage of whatever increase in business might be offered.

### Reasonableness Will Benefit All

ANY TENDENCY ON THE PART of the legitimate collection agencies to urge more summary and abrupt measures for the collection of accounts which ordinarily are highly desirable but which under present circumstances are somewhat backward, would surely result harmfully to business at large. That is, it would if such suggestions were followed up by even a small percentage of business men.

There is no denying the fact that collections are decidedly slow—the reason is obvious, although the present stringency in cash does not seem altogether justified by circumstances. However, the fact remains that the average concern is not in a position to take care of its accounts as promptly as it would under normal conditions, and as it unquestionably would prefer doing. It should be borne in mind that the very conditions which make payments for lumber rather slow at present, make for stagnation in collections by those very customers of the lumbermen whose accounts may be running along for a longer period than seems reasonable.

There are any number of first-class firms which are further behind in their remittances than they themselves care to be. It is entirely plain that were all the creditors of concerns in this position to adopt a summary and arbitrary attitude in the matter of collections, or were a reasonable percentage of them to turn their accounts over to authorized agencies for immediate collection, such concerns would shortly find themselves in position verging on bankruptcy, whereas a reasonable period of credit would enable them to ultimately meet their obligations in the regulation manner and to continue in business without serious interruption.

If this is the case with one, it is the case with all, and while of course it is just as necessary to have ready money to maintain a lumber business on the proper basis, as to maintain any other line of industry, it is a far better proposition to stretch a point at present, thus securing the good will and appreciation of one who probably has been a much desired customer rather than to take the bull by the horns and force payment in accordance with terms in effect under normal conditions. It is simply a financial impossibility for all accounts to be met promptly, and the sharing of the burden among all will make it much lighter for each, and at the same time will maintain the general business fabric in a position of a much more finely adjusted equilibrium. It can adjust itself as a whole to any changes either for the better or the worse without being disturbed by the too hasty actions of some individuals.

Now is the time when all the features of an overdue account must be considered before any unusual action is taken. That is, the moral responsibility of the debtor must be given due weight as must that man's or firm's habits of handling responsibilities.

## The Cover Picture

SMALL SHIPMENTS OF HARDWOODS from the Philippine Islands have been coming to the United States for several years, and while it would seem natural to suppose that the nearness of the islands to the United States would make them a large source of supply for hardwood, the fact is that the Philippines have not been a large factor in the hardwood trade. All timber from those islands comes to the United States for the simple reason that no other kind of timber is found in the markets of the United States. The cover picture shows a typical scene in the Philippine forests. The majority are of dark color, but here, too, there are exceptions. All [illegible] Philippines is not lacking in the majority of the island woods, but it is inclined to be monotonous: that is, a sameness of figure runs through many of the species. It is not based on yearly rings or medullary rays, as are figures of most American woods are; but is due to differences in [illegible] Philippine woods, if judged solely by appearance, and not examined too closely, might pass for mahogany.

The cover picture does not show much standing timber. The waste strewing the ground tells the reason: the large trees have been cut and hauled away. The forest has been worked over. While the waste is considerable, the situation is better than in many American logging camps. The ground is rough, but in that respect, also, it is better than many American logging operations. Full use is made of the cable in removing logs from rugged places.

The probable influence of the Philippine forests on the lumber business in the United States has been many times discussed. To the present time the influence has been slight. The forests are tropical, and there are tropical forests in many other parts of the world, and some of them are nearer than the Philippines. It is not apparent that the fact that those islands belong to the United States is increasing the shipment of their timber in our direction, except that American enterprise may push the trade. Markets are as industriously sought elsewhere as in this country. The unfamiliar names of the Philippine woods stand in the way of a rapid increase in sales in this country. The names mean nothing to English readers, and it will take a long time for the public to become familiar with them.

## The Trend of Business

THERE WAS RECENTLY STARTED in a certain large hardwood consuming center a concern the purpose of which is to sell lumber, but to sell it along lines which have not heretofore been followed. Instead of doing an out-and-out lumber business of merely buying so much lumber and turning it over to a certain line of customers at as much profit as possible, this company has adopted the policy which indicates that it has been able to foresee the probable trend of the lumber business, and its probable change in the next few years from the old rule of thumb methods, to more businesslike and, as far as possible, scientific system.

Anyone familiar with the habits of the hardwood consuming trade knows that in its purchases the average consuming factory is not governed by a systematic and scientific knowledge as to the greatest adaptability of certain species, sizes and grades of wood, but is controlled almost entirely by a desire to buy lumber for a certain purpose and at as low a figure as possible. Of course there are certain purposes for which one particular grade or species of lumber is absolutely essential, or at least has always been considered essential, and right there is where the difficulty has been encountered by the more intelligent lumber salesmen who have attempted to develop their business along more scientific lines.

The precedent adopted years ago of using a certain kind and grade of wood for a certain purpose has been considered by a large majority of hardwood buyers as ample justification for their insisting that no other wood nor any other grade could by the remotest chance be considered for that particular use. Furthermore, every man of course has the tendency to believe that his individual case is rather peculiar and cannot be reckoned with the rest of the trade. [illegible] in the matter of waste and cutting up raw material, original purchase price and additional working required, exists in practically every woodworking shop of the country.

The tendency of the times is to seriously consider this possibility, but this tendency has not been fostered by the sellers of forest products to the extent which it merits. In fact, in many cases where the buyer has actually shown a desire to try out the possibilities of using size stock, the millman has disregarded his exact specifications, the result being that when the customer received his trial shipment he culls a good percentage of it and is thereafter a vigorous opponent of anything but the usual methods of purchasing.

To overcome this requires first, on the part of the millman, the absolute assurance that manufacturing instructions will be followed to the minutest detail. With this source of supply behind him, a man who is qualified for the job can meet the consumer on a different basis, for he is qualified by the intimate knowledge of the characteristics and possible utility of a great variety of woods; if he knows manufacturing methods, and the actual requirements of certain lines of woodworking; and also if he is familiar with costs of different kinds and grades of woods, freight rates, etc., he is then in a position to figure logically and definitely with the consumer with a view of actually cutting down the expense of his raw material, and at the same time giving to the millman an order which would net him a reasonable profit on stock on which he before had realized practically nothing.

The opportunity is there, and in fact, has been for some time, but it is not merely a question of a selfish substitution of one wood which the lumberman might have available, for another wood which is actually as good. It is rather a question of giving impartial advice as to just what is required. A man in a position to do this must be a man who knows all woods and is not definitely tied up with manufacturers of any particular kind.

The chief difficulty has always been that the average buyer is not disposed to listen with any degree of grace to the salesmen's suggestions that he is wasting money by buying the stock which he uses. The reason for this is that the average salesman conceives a natural prejudice in favor of the stock which he happens particularly to want to move.

The opportunity presented to the impartial expert is concrete. This new move is in accordance with the trend of the lumber and woodworking business and is portentous in that it indicates what will probably be a general method in the years to come.

## The Value of Confidence

TAKE SAN FRANCISCO AS AN EXAMPLE. It was once shaken to pieces by an earthquake and burnt up by fire, but the words "quit," "wait," and "give up" were never heard. The city was rebuilt. When the roar of rising war in Europe caused hesitation in America, amounting almost to business paralysis, it was supposed that the San Francisco fair, planned for next year would be called off. But no such suggestion was heard in California. The only answer to the proposed back-down was in substance the same as Admiral Farragut's at the battle of Mobile: "Damn the torpedoes; go ahead." The exposition will be held next year according to schedule, and every indication points to increased rather than diminished success on account of the war.

It has always been true and will continue true always, that timidity turns nothing in the right direction. When all is going well in the business world, everybody has enough courage to move with the current; but when the current is checked, it takes a man with superior stuff in him to push ahead anyhow; yet such are the men who save the day for themselves and others.

It is a matter of history that after Rome had passed through a great crisis, during which the people's hope was at its lowest ebb, a certain statesman was voted the highest honor in the gift of the nation, "because he had not despaired of the commonwealth." In all crises, whether political, military, or of a business nature, there are usually a few who look ahead and push on. These are the men who save the day. Those who withdraw into safe shelter and wait for the

storm to pass, are not the constructive geniuses who build lasting success. There is no truth, but a deal of danger, in the old saw that "all things come round to him who will but wait." Nothing comes that way now, except disappointment and defeat. Opportunities are apt to pass so rapidly that the waiting man fails to see them. "They also serve who only stand and wait" was Milton's idea of it. Serve what? Surely not their own interests. Milton had poor ideas of business; otherwise he would not have sold the manuscript of "Paradise Lost" for forty dollars when it was worth forty thousand dollars.

The present business situation in the United States calls for confidence. The greater the obstacles, the greater the need of confidence, and the more prompt and persistent the confidence, the greater the results. The San Francisans reasoned quickly and accurately that tourists and business men who are accustomed to go to Europe, will not go in 1915, and that the millions which they would have spent abroad will be spent next year in the United States. Therefore, the thing to do was to prepare a show which will draw them to California.

Would it not be better for business men in general to strike a similar attitude? A defensive state of mind does not inspire like one that expects to accomplish something. Hannibal in addressing his Carthagenian army said: "The hope and courage of assailants are always greater than of those who act upon the defensive. With banners displayed, you are come down upon Italy. You bring the war." Business men will do well to think that over. Though spoken twenty-one hundred years ago, and intended to apply to armed invasion, it is equally true today when applied to trade invasion. It is aggression, not timidity, that wins.

## The Box Industry

THE GOVERNMENT'S REVISED FIGURES showing the annual production of boxes in the United States have been published in a bulletin by the National Association of Box Manufacturers. A summary of the bulletin appears in this number of HARDWOOD RECORD. The yearly use of lumber for boxes and crates amounts to 4,547,273,180 feet, of which thirty-one per cent is hardwood. Nearly twelve per cent of the total annual sawmill cut of lumber in the country is worked into boxes.

In proportion to the quantities of softwood and hardwood standing timber in the United States, the use of the hardwoods for boxes is twice as great as of the softwoods. It is estimated that the country has six times as much softwoods as hardwoods, yet only a little more than half as much softwood goes into boxes. The reason for the relatively greater use of hardwoods in the box industry is because those forests are generally nearer to industrial centers where the demand for boxes is greatest. The box maker is not so exacting in his demands for lumber that he must have certain kinds, even if he must go long distances to procure them. Generally he can get along with the kinds which are most convenient, and he is more interested in the price of the lumber than in any peculiarities of quality, provided the quality is passable.

The box maker can be truthfully classed as a most efficient aid to forest conservation. He is able to use many grades and kinds of lumber for which other manufacturers can find no place, and he thus saves much which would otherwise be lost. By so doing, he provides a market for stuff which might be left in the woods or as waste on the mill yard. That fact is so well understood by manufacturers of lumber that they show much interest in the success of the box maker. The larger the output of boxes, the greater is the mill owner's opportunity to dispose of his low grade stock, and to derive a profit from his operations.

This is the first complete census ever made of the box industry in this country, and there being no previous figures with which to compare data, it is impossible to determine the rate of growth, or the extent of decline, of box making. Little reason exists for supposing that the industry is declining; yet some persons, interested in the wooden box business are alarmed at the progress of the fiber box. It is doubtful if the alarm is wholly justified. The fiber box industry has grown in recent years; but no one knows that the wooden box has lost to a corresponding degree, or that it has lost at all. As much as can be claimed without question is that, but for the increased use of fiber containers, the wooden box industry might have grown faster. The two are competitors, and it is natural that rivalry should exist.

Wooden box makers will not soon, probably never will, want for lumber. The price may advance, in conformity with the advance in lumber prices generally; but no time can be foretold in this country when the supply of box lumber will fail. Forests planted by nature or by man will produce box grades quickly. Young trees, limby to the ground, are usable. Some of the New England region is now producing from planted or protected forests all the box lumber used. Long before trees are large enough for furniture, finish, and structural uses, they are ripe for the box mill. Some of the box makers or users of former years may grow reminiscent and speak of the faultless yellow poplar, white pine, and basswood which once went to the box factory, but goes no more. Their memory is correct, but, fortunately, the makers and the users of boxes have learned to get along with lower grades, and of such grades there is no famine in sight.

## Sermon on Silos

SOMEBODY HAS FIRED a pretty hot shot into tile and concrete silos. It is a pamphlet consisting almost wholly of pictures which are supposed to tell their own story. There is no name or place of publication on the pamphlet. The pictures consist of a series of photo-engravings of silos made of concrete or tile which have come to grief through cracking, bursting, and collapsing. The pictures were collected in a number of states, as may be ascertained by reading the lines beneath them. Silos are shown in all stages of catastrophe, from the simple crack ten feet long, to the shapeless mass after the collapse.

The purpose of the publication is apparent. It is another battle in the war against substitutes. No one ever questioned, or had occasion to question, the sufficiency and reliability of the wooden silo. It has stood every test. It has given general satisfaction. It is low in price, adequate in service, and of honest value. Fault-finders have never been able to pick flaws with it. Yet the preacher of substitutes has been abroad in the land, delivering his sermons about silos, the same as about boxes and roofing, and he has been able to persuade farmers to try cement or tile. He told the farmers that such silos would last forever. His story sounded reasonable; but the results went wrong. In some instances the sermon on substitutes cost the farmers from five hundred to fifteen hundred dollars each. Experience is a dear school, but some people are never satisfied until they have taken a few lessons. There is no question that some of those who tried tile and cement for silos consider that they are now so well educated along that line that they need no more lessons on substitutes.

## "Making Things Happen"

IN ONE OF VICTOR HUGO'S BOOKS he describes certain persons who had a way of "making things happen." Some of the northern and western lumber associations have found a way to reach the same end. They are accomplishing it by appealing directly to the users of lumber, particularly the builders of houses and barns. Books and circulars containing plans for structures of various kinds and sizes, and specifications for the necessary lumber, and a somewhat itemized estimate of cost, are distributed where they will do the most good. The campaign is accomplishing results.

There is abundant reason why it is successful. It appeals to the man who is likely to need lumber. It sets him thinking. It does part of his thinking for him, to the extent of suggesting plans for building, figuring out the material, and telling what such and such a building ought to cost. The man who has part of his thinking done for him, is pretty apt to do some of it for himself. He knows he would like to have a new building, and when the plans and cost are spread before him, he is likely to begin figuring on the financial end of the matter. If he finds that he can meet the expenses, he is in a frame of mind to talk to the lumberman.

The associations which are conducting campaigns of that kind preach the merits of lumber. They have no substitutes to sell. The plans which they send out are advertisements of wood and the campaign is bound to bring results.

# World Markets for American Lumber

BY H. H. MAXWELL

FOURTH ARTICLE

Editor's Note

[redacted]

Eastern South America, as here considered, includes Venezuela, the Guianas, Brazil, Paraguay, Uruguay, and Argentina. A region greater in extent than the area of the United States will be found in these countries, but not all of it is forested. It is a region of extensive mountains and of great river plains, but small portions of it have thus far been developed in a way to make them buyers of forest products from the United States. The amounts of shipments to those countries at the present time are encouraging, but they yet fall much short of what they will ultimately be.

Most of eastern South America is forested. In much of the area the tree growth is luxuriant, for the climate is tropical and the rainfall is heavy. Toward the southern part of the continent, particularly in Uruguay and Argentina, the country is generally treeless, but the rains are sufficient to render the land suitable for agriculture and grazing. The region as a whole could easily support twenty times its present population, but there is no other prospect than that the growth in population will be slow. Extensive plains and mountainous areas in the interior are now practically without people.

Most of the countries of eastern South America supply products for the markets of the United States, and to that extent the conditions of trade between this country and that are favorable. The southern countries sell us cattle, or meat and hides; the central region furnishes coffee and rubber, for which the people of the United States are the best customers; while cabinet woods and other articles come to us from the coast of the Caribbean sea. Lumber is among the commodities which we give in exchange, and the business is capable of much enlargement.

Such is the general situation in brief outline; but for closer study of trade opportunities of interest to lumbermen, it is necessary to consider the countries separately.

### Venezuela

Venezuela is the most northern country of the group now under consideration. Its coasts are washed by the Caribbean sea and the Atlantic ocean. The largest vessels can safely approach both coasts, while the river navigation, added to that of the lakes, totals 38,943 miles. Venezuela boasts of 1,059 rivers, the largest of which is the Orinoco, which at Bolivar is 480 feet deep. The country has a few lines of railroad, which, with water transportation, supply fairly satisfactory means of communication between the different parts of Venezuela. The country is thirteen times as large as Pennsylvania, with less than half of Pennsylvania's population, and it is apparent that the market for lumber in a region so thinly settled cannot be large. The following table gives the quantity and value of lumber imported into Venezuela from the United States in 1913:

| KIND | Feet B. M. | Value |
|---|---|---|
| [illegible] | 1,405,000 | $41,[illegible] |
| [illegible] | 780,000 | 18,087 |
| [illegible] | 428,000 | 16,494 |
| [illegible] | 122,000 | [illegible] |
| [illegible] | 18,000 | 680 |
| Yellow poplar | 1,000 | 72 |
| All other lumber | 212,000 | [illegible] |
| [illegible] | [illegible] | $84,987 |

One large ocean ship would carry at a single load the whole export of lumber from this country to Venezuela in 1913. There were, however, other exports of forest products to Venezuela from the United States that year, the kinds and value of which are given in the table which follows:

| | Value |
|---|---|
| Agricultural implements | $ 170 |
| Household furniture | 1,162 |
| Wooden ware | 146 |
| Wagons and carriages | 26,457 |
| Wheelbarrows, etc. | 5,586 |
| Box shooks | 495 |
| [illegible] | $34,276 |

Venezuela's forests contain many woods which are valuable and many which are not. They are almost exclusively hardwoods, and will not seriously compete with pine and fir from the United States when used for structural purposes, particularly in heavy work. Yet Venezuela has some trees suitable for structural timbers of a high order. Such woods are usually very heavy. The collection of Venezuela woods exhibited at the World's Fair in Chicago in 1893 is now in the Field Museum, Chicago. These woods are shown in connection with those from Colombia, Guiana, Brazil and Paraguay, and while there is much variety, they are nearly all strange to Americans, both as to name and appearance, and it is useless to describe them in detail, or to give their names. A few of them, with which American timber dealers are familiar, will be specially listed in the discussion of Brazil's forests in this article. That will suffice for Paraguay, Brazil, Guiana and Venezuela, since their forests are alike in general features.

The name Venezuela means "little Venice," and was bestowed on the country by early explorers who found a village built on piles over the water near one of the harbors.

### The Guianas

The country now shown on the map as Guiana is in three parts: British, Dutch, and French. The name was formerly applied somewhat loosely to a very large region between the Orinoco and Amazon rivers, and early explorers pronounced it a country of untold wealth. Fuller explorations have found no paradise there, though much of the region is fertile and highly productive. It lies near the equator, is flat and wet, and parts of it are reputed to be unhealthful, with plagues of insects and reptiles. It is, however, a country of splendid forests, and some of the timbers imported from there are well known in the United States. The greenheart, of which the Panama canal gates were made, is one of the best known.

Softwoods are almost wholly wanting in Guiana, and this provides an opening for imports from the United States, chiefly of pine. In 1913 the imports of white pine amounted to 59,000 feet, worth $6,289; longleaf pine 1,106,000 feet, value $31,125; oak 4,000 feet, worth $233. In addition to lumber, the forest products carried to Guiana from the United States were the following:

| KIND | Value |
|---|---|
| Barrel shooks | $ 20,208 |
| [illegible] | 75,748 |
| [illegible] | 20,809 |
| Box shooks | 685 |
| Furniture | 3,837 |
| [illegible] | 112 |
| [illegible] | 60 |
| [illegible] | 55 |
| Woodenware | 347 |
| [illegible] | $121,871 |

### Brazil

The area of Brazil surpasses that of any other South American country, and includes about forty per cent of the continent. Its borders touch those of all other countries there except Chile. Its population is nearly twice that of any other South American republic. It is easy to remember that Brazil and the United States are approximately of the same size, and that in population Brazil does not exceed one-fourth that of the United States. Comparison with this country might be carried much farther, but dissimilar conditions are more numerous than are those which are alike. The population and development of Brazil are found almost wholly in the coast region, while the interior is thinly settled, or not settled at all, and large parts of it are unexplored. The extreme length of the country is about 4,000 miles, and it is nearly as wide. While there are elevated regions and mountain ranges in various parts of the vast domain, most of the country is flat, and is covered with jungles and swamps.

The Amazon, the largest river in the world, flows chiefly in Brazil. Its tributaries are numbered by hundreds, many of which are navigable. Steamers ascend the Amazon and some of its tributaries thousands of miles; but on some of the large streams navigation is interrupted by falls and rapids. There are said to be 40,000 miles of navigation on the rivers of Brazil; but on many of the large streams few steamers ply, because there is no trade in the great undeveloped interior. The Amazon near its mouth is 1,500 feet deep and 180 miles wide.

The dealers in forest products from the United States have little market in those regions now. The future only can tell whether there will ever be a demand there for our lumber, furniture, and other similar products; but, at best, no immediate market in the interior of Brazil should be expected. Settlement will be slow in those hot, tropical regions. During the four hundred years since the first Europeans landed in Brazil, attempts to colonize the vast jungles back from the coast have nearly always proved in vain. Much of the land is extremely fertile, but human industry and endurance have not been equal to the task of subduing the tropical growth. Man is able to get little help from fire in that rainy region. The trees and the jungles may be cut down, but the slashings are nearly always too wet to burn. In the United States fire was the settler's most powerful ally in subduing the forest. In fact, it has been too powerful for the forest's good. But in much of the interior of Brazil the man who clears land must do it without much help from fire, and do it in jungles and thickets surpassing anything known in the United States. That difficulty is increased by the new growth which springs up immediately after the old is cut, and grows so luxuriantly that clearings relapse speedily into forest in spite of all the settler can do.

These facts would be of no business interest to the prospective lumber exporter in the United States, were it not that he should consider conditions when he plans his business campaign in a distant country. If he should judge Brazil by its size alone, he might greatly overestimate the opportunity to sell lumber, furniture, and vehicles there.

#### Native Competition

There is a considerable market for these articles in Brazil, but the market is confined principally to the coast cities and the country immediately back of them, and in settlements near the mouths of large rivers. Competition from native woods is keen, except in softwoods. Yellow pine from the United States has a pretty clear field, because Brazil has no similar wood that can compare with it. Yellow pine's rivals in that market operate from Canada and Sweden. Both of these countries are weak competitors, and in the aggregate they do not send one-seventh as much pine to Brazil as is sent by the United States.

The case is different with hardwoods. Brazil is strong in that resource. No man knows how much timber that country's enormous forests contain. Even botanists have not yet completed the listing and classification of the species. There are great numbers of trees in the explored regions which yet have no names; and the imagination only can picture what the unexplored areas may contain. There is no risk of exaggeration if the statement is made that the forests of Brazil constitute the largest body of virgin timber in the world. The "dark forest" which Stanley found in Africa is small in comparison.

However, the impression is received by reading the books of travelers through the wilds of Brazil that the forests are enormous in area and the number of kinds of trees, rather than particularly valuable in the actual size of the trunks and the physical characters of the wood. James Bryce's summary warrants that conclusion. He did not do much exploring himself, but his book shows that he studied the subject carefully. The popular illusion seems about to be shattered that the timber of Brazil is of enormous size. The average height of the trees is under 100 feet, though a person constantly "hears of" forests 200 feet high.

Following are a few of the woods of Brazil, which not only compete with American forest products exported to that country, but some of them have been imported into the United States and Europe and are on the market:

Blue mahoe (*Hibiscus elatus*) resembles ash in appearance and physical properties.

Toon (*Cedrela toona*) is in the class with Spanish cedar of which cigar boxes are made. Trees are of large size and the lumber goes to door and furniture factories.

Crabwood (*Carapa guianensis*) is nearly as heavy as white oak, and may be had in logs up to sixty feet in length. It is used for house frames.

Umiri (*Humiria floribunda*) is one of the largest, heaviest woods of Brazil. It weighs seventy-four pounds per cubic foot, and sinks in water like a stone. The wood is light red and is used for wagon spokes and house frames.

Queenwood (*Pipladenia rigida*) is very heavy and resembles boxwood. Small articles of furniture are made of it.

Purpleheart (*Copaifera bracteata*) is of large size, very strong, resists shocks, and is a structural timber. It is about fifteen per cent heavier than white oak.

Partridge wood (*Andira courbaril*) is very dark brown, and resembles ebony. It is a cabinet wood, hard and heavy. Perfectly seasoned lumber weighs over seven pounds per board foot.

Bilgewater wood (*Andira inermis*) compares in weight, appearance, and strength with birch, and carpenters and shipbuilders use it.

Courbrail (*Hymenæa courbaril*). This wood weighs fifty-seven pounds per cubic foot and bears considerable resemblance to locust.

Monkey pot (*Lecythis grandiflora*) is nearly as heavy as ebony, as hard as boxwood, light red in color, can be had in large sizes, and is made into furniture and barrel staves.

Bulletwood (*Mimusops globosa*) is related to the sapodilla tree of Florida. It is hard, heavy, of a deep red color, and is valuable as house finish.

West Indian boxwood (*Tabebuia pentaphylla*) is of light yellow color, and logs above one foot in diameter are scarce.

Brazilian or araucarian pine (*Araucaria brazilianus*) is closely related to if not identical with the pine of this name described in a preceding article under Chile.

Laurel (*Nectandra sp.*) is dark in color, strong, and hard, and is used by carpenters.

#### Imports from the United States

Brazil's imports of lumber from the United States in 1913 are shown in the following table:

| Kind | Feet B. M | Value |
|---|---|---|
| Longleaf pine | 66,353,000 | $1,437,850 |
| White pine | 1,785,000 | 64,927 |
| Square pine timber | 853,000 | 18,755 |
| Shortleaf pine | 599,000 | 24,004 |
| Oak | 317,000 | 13,013 |
| Yellow poplar | 15,000 | 1,325 |
| Other yellow pine | 608,000 | 19,504 |
| All other boards | 146,000 | 3,498 |
| Total | 70,676,000 | $1,582,876 |

The imports shown in the foregoing table are rough lumber. Most of the yellow pine is in large pieces, usually three inches thick and nine inches wide. There appears to be no definite information in this country as to what is done with this heavy stuff, but it is supposed that much of it is further manufactured after it reaches Brazil.

Other articles made partly or wholly of wood and shipped last year from the United States to Brazil are listed below:

| Articles | Value |
|---|---|
| Horse vehicles | $316,562 |
| Furniture | 112,274 |
| Wheelbarrows | 85,521 |

[illegible]

[illegible] $18,871

[illegible] United States; yet this country has more furniture wood than all Europe combined, and better machinery. The only article of wood which is up to what might be expected in our trade with Brazil is pine lumber.

### Paraguay

This and its next neighbor, Bolivia, are the two South American countries which have no coast. Paraguay's outlet is by way of the [illegible]. Yet much can be said of present or past exports of forest products to that country. Nor is there much promise for the future, unless in manufactured articles like furniture, vehicles, and agricultural implements, which can stand the freight charges of the long journey up the river, after an ocean voyage from the United States. A few wagons, wheelbarrows, and a little furniture reach there from the United States. The country has enough timber of its own to meet the present needs of its people. The forests are a continuation of those of Brazil and are of the same kind, but the whole of Paraguay is not covered with forest.

It has the reputation of being a pretty hard country in which to originate and carry on business of imports and exports. The region has never fully recovered from the great catastrophe which overwhelmed its people between 1865 and 1870 under the reign of the Paraguayan tyrant Lopez. It was the most complete war of extermination that has befallen any country in modern times. Eighty per cent of the people perished and ninety-five per cent of all property was destroyed before the end came with the death of Lopez at the battle of Aquidaban in 1870.

Paraguay's area is 157,000 square miles, nearly four times that of Pennsylvania, while the entire population is only half that of Philadelphia. The principal exports from that country are hides, tanning extract, and tobacco. Commercial travelers are heavily taxed and few go there.

### Uruguay

Uruguay has some peculiarities which easily fix themselves in memory. It is the smallest country of South America. It has no forests, no mountains, no deserts, and no Indians. A few clumps of trees are found here and there, and some elevations are higher than others, and the surface is not all valuable in the same degree. The region possesses great fertility, has a delightful climate, and prosperity is general. The soil has been described as the "dried-up mud of the pleistocene period of geology, and the bones of the gigantic animals of that age are mixed with the soil."

During 1913 Uruguay imported from the United States lumber in amounts and values as follows:

| [illegible] | Feet B. M. | Value |
|---|---|---|
| [illegible] | 35,265,000 | $ 662,270 |
| [illegible] | 2,000,000 | 117,845 |
| Oak | 602,000 | 38,713 |
| [illegible] | 785,000 | 29,758 |
| [illegible] | 75,000 | 4,250 |
| Yellow poplar | 36,000 | 2,157 |
| Gum | 28,000 | 1,547 |
| All other | 8,225,000 | 198,663 |
| Total | 47,421,000 | $1,046,281 |

Other articles made partly or wholly of wood and exported to Uruguay from the United States during 1913 are shown in the following list:

| Article | Value |
|---|---|
| Furniture | $118,189 |
| Barrel shooks | 21,621 |
| [illegible] | 16,510 |
| [illegible] | 1,885 |
| [illegible] | 2,991 |
| Woodenware | 2,070 |
| [illegible] | 2,045 |
| [illegible] | 700 |
| [illegible] | 143 |
| [illegible] | 85 |
| [illegible] | 60 |
| [illegible] | 5 |
| Total | $174,854 |

There appears to be no reason why the exports of forest products from the United States to Uruguay may not be considerably increased, though they are large at present considering the size of the country and the number of its inhabitants. The republic is slightly smaller than Kansas, with two-thirds as many people. There is little native timber in Uruguay, but some planting has been done, principally cottonwood and eucalyptus. There are native alder, aloe, acacia, willow, and mesquite, all of which are useful for fences and about farms, but not of much value for construction purposes. Cottonwood grows very rapidly on the mud flats along the rivers, and supplies a considerable part of the box lumber used. Many of the trees are cut for the mill before they exceed a diameter of twelve inches, which they reach in ten or fifteen years. Lumber of that sort cannot seriously compete with the substantial kinds shipped from the United States. The eucalyptus which has been planted cannot come into the lumber market for many years unless it does better than trees of that kind planted in California. The trees grow rapidly, but unless they are left standing until mature the lumber cut from the trunks warps, twists, shrinks, and checks so badly that it can scarcely be used.

In Uruguay a grove or clump of planted or natural timber is popularly known as a "mountain," such being the only observable elevations above the dead level known in that country.

### Argentina

The United States exports as much lumber to Argentina as to all the rest of South America. That is because Argentina has little timber of its own, is in need of a great deal, and is able and willing to buy it.

Its area is 1,139,979 square miles, or a little more than one-third that of the United States. Its population exceeds 9,000,000, well proportioned between cities and the country. The country's prosperity is based on agriculture, and the products sell in the world's markets. Corn, wheat, meat, and hides are sold in large quantities and give Argentina an advantageous position in foreign trade. It has much to sell, and is able to buy liberally. The total imports in 1912 were valued at $384,853,469. Of this amount $59,126,951 came from the United States. The imports of lumber that year were worth $9,888,377, and most of it came from the United States.

The principal part of Argentina consists of vast plains, originally covered with grass, and now being changed into grain fields. Formerly the herds of wild horses on those grassy plains were compared in numbers with the buffaloes which once roamed our western prairies. The climate of Argentina is generally good, though in the southern part it is rather cold, and near the base of the Andes it is too dry for promiscuous agriculture. It is expected that development will continue until the country's population and wealth have increased many fold. The market for lumber and other forest products will become more valuable, and opportunities for American trade will increase.

Some timber is being planted in Argentina, but not enough to cut an appreciable figure in the home market. Eucalyptus is most frequently mentioned as the favorite tree for planting; but some of the plantings are of cottonwood and araucarian pine. Argentina is usually spoken of as a country of high prices. That is a favorable condition for those who have something to sell.

The exports of lumber in 1913 from the United States to Argentina are given in the following table:

| Kind | Feet B. M. | Value |
|---|---|---|
| Longleaf pine | 209,409,000 | $4,133,397 |
| Spruce | 13,712,000 | 458,556 |
| White pine | 12,122,000 | 564,149 |
| Oak | 4,994,000 | 302,827 |

| | | |
|---|---|---|
| Douglas fir | 3,639,000 | 54,988 |
| Yellow pine timbers | 3,528,000 | 78,895 |
| Yellow poplar | 297,000 | 25,571 |
| Shortleaf pine | 27,000 | 1,451 |
| Red gum | 22,000 | 1,198 |
| Cypress | 8,000 | 436 |
| Other yellow pine | 2,822,000 | 52,386 |
| All other boards | 1,312,000 | 100,911 |
| Total | 251,892,000 | $5,775,765 |

Other forest products shipped from the United States to Argentina in 1913 are shown below:

| Article | Value |
|---|---|
| Barrel shooks | $2,321,689 |
| Horse vehicles | 1,712,048 |
| Furniture | 778,404 |
| Wheelbarrows | 169,152 |
| Box shooks | 38,977 |
| Woodenware | 25,620 |
| Doors, etc. | 22,578 |
| Incubators | 22,545 |
| House trimming | 22,380 |
| Barrel headings | 2,500 |
| Railway ties | 1,493 |
| All other manufactures of wood | 199,760 |
| Total | $5,317,146 |

Most of the lumber which reaches Argentina from the United States is shipped from the Gulf states; but some cargoes reach that country from our Pacific coast states by passing through the Straits of Magellan or around Cape Horn. It is not probable that much lumber for Argentina will pass through the Panama canal, since the distance would be shortened but little, if any. Argentina is well supplied with harbors, inland navigable waters, and has 18,516 miles of railways. In means of transportation it is superior to any other South American country.

# Probable Scarcity of Toys

There will be a scarcity of wooden toys during the coming holiday season. The supplies from Germany have been wholly cut off, and it is not within the range of possibilities that the avenues of trade will be opened in time for toys to come from the war zone this year.

In 1912 Germany exported to the United States toys to the value of $7,020,000. Figures for 1913 are not yet obtainable. The exports from Austria were considerable, but the exact value cannot be here stated. It is not known what proportion of all the toys sold in the United States come from abroad, but the quantity is large.

Toymakers in the United States use 29,000,000 feet of lumber yearly in their production. This wood costs them about $600,000; but it is not known what is the value of the finished toys. The largest part of the American product consists of sleds, wagons, carts, and other vehicles on wheels or runners. These kinds are not extensively imported, and the supply for the holidays will be adequate. The greatest shortage will be felt in hand-made toys which the German and Austrian cottagers have been accustomed to make in their homes. Games are included in this list, as are the familiar Noah's ark and all the accompanying animals, menageries, village scenes, mills, churches, schools and the like. Toy musical instruments are largely imported.

Children in this country will have to do without many of these this year. American factories can make toys as well as Germany when machines are used; but the handwork will never be attempted in this country. It is too slow, and the workers cannot earn wages high enough to tempt them. The following partial list of toys exported from Germany gives an insight into the details of the industry:

Houses, household implements of every kind, tops, dolls, wooden soldiers, wheelbarrows, popguns, cheap cricket bats and croquet sets, skipping-rope handles, bowls, tool boxes, pencils and pencil cases, rulers, writing and other cabinets, pipe racks, wooden brackets of all kinds, puzzles, fretwork of all kinds, clock cases, wooden clogs and snbots, walking-sticks, billiard cues, golf sticks, fancy boxes and small cabinet ware, writing-desks, slates and school fittings, draughts and chess sets, ninepins, brush backs and ware, clothes pegs, wooden handles and knobs of all kinds, spokes, hammer and pick handles, gun stocks, boot lasts, brooms and brushes, broom handles, cornice poles and rings, wooden platters, spoons and butter prints, wooden hoops, spades, wickets, table and chair legs, balusters, bungs and spile pegs, wood wool, wooden pipe lighters, veneers, treenails, railway keys, dowel pegs, wooden boot heels, mangle rollers, saddle trees, hubs, felloes, and cart and carriage ware, prepared woodwork for casks, bentwood furniture, parquet flooring, blind and builders' laths, electric light casements and fittings, wickerwork, chip boxes, jewel cases, tea chests, writing desks, pen holders, wood screws, photographic cameras and stands, serviette rings, paint brushes and handles, vast quantities of cheap picture frames and mouldings. Nearly all these articles can be made by machinery, even toy horses' legs being shaped on a dummy copying lathe.

The annual sale of German toys in the British Isles is of nearly as great value as the exports to the United States. The trade papers in England are agitating the proposition that steps be taken to capture that business by doing the manufacturing in England. Americans will do well to give the subject more than a passing thought on their own account.

Inquiries among toy makers in the United States, a few days ago, revealed the fact that they are all taxed to their utmost to meet increased orders. Nearly all have added to their working force, and new machinery has been installed. Some are running their factories night and day. The last shipment of toys from Germany arrived a few days ago, and was valued at $500,000. No other consignments are expected this year from Europe.

## Chance for Panels

The present abnormal circumstances will open up a great many new avenues of sale for various commodities, among them being lumber and veneers. Already it is stated that one southern concern has sold a very considerable quantity of wide poplar boards for British mess tables. Poplar, of course, is very well suited for this purpose and if properly treated should stand up well as far as warping, twisting and splitting are concerned. However, it would seem that well-built panels made up with waterproof glue would give even greater assurance of permanence of form. It would seem that the game would be worth the effort.

## Difficult of Understanding

During the last few weeks HARDWOOD RECORD has received a considerable number of letters of inquiry as to the source of supply for certain sizes and grades of sap gum, most particularly in the upper grades. It seems that this stock is a difficult thing to secure at this time, as in reply to letters of inquiry sent out from this office for the purpose of locating the source of supply for the original inquirers, HARDWOOD RECORD has received the almost unanimous answer that the mills addressed were entirely out of this line of lumber.

Considering the situation, it is rather difficult to comprehend the reason for quotations on this stock which have been noted recently. Without giving actual figures, a considerable sale was recently made in Chicago at a figure that would make it absolutely impossible to realize even a modest profit. In fact, a real loss was very likely sustained.

Why is it necessary to give way entirely to the desire to move lumber? It is impossible to see any justification for selling at a below market price stock which is generally credited with being distinctly short. Even war times do not justify such a procedure.

# The Lumbermen's Round Table

### Safety First in Credits

[illegible] of some of the smaller [illegible] as it is at present. The [illegible] of extending credit to many persons that at any other time [illegible] that makes the [illegible] unwise to [illegible] his stock, often makes it unsafe for him to do so; and it is better to [illegible] where the risk is great.

It is not every lumberman who can turn down an order that will move something he particularly wants to get rid of, just because the customer is not rated or is considered an unsafe credit risk; but at this particular time more courage should be brought to bear than is necessary ordinarily. One can afford to take a chance when business in general is favorable and profits will stand some shrinkage; but with the situation at large more or less unsteady, the lumberman must increase the factor of safety.

### Shrinkage in Measurement

A sawmill man recently called attention to the fact that the loss in measurement experienced in his business had been found to be seven per cent—a larger amount than most of those who heard the statement had considered correct. In this particular case the lumberman runs a southern mill, and his red oak is rather porous, which might account for a larger shrinkage than otherwise. He also handles a good deal of gum. The difference in measurement is not absolute, of course, but is the amount developed by a comparison of the measurement of the lumber as it leaves the mill and the inventory. The latter is only approximate, but it is generally regarded as accurate enough for all practical purposes. Either, then, the shrinkage which goes on in the pile is greater than the casual observer would believe, or the methods of inventorying are not sufficiently accurate.

Statistics covering the situation in general are available, but one's own experience is always most valuable. It would be worth while for a sawmill man to make a few tests along this line, by putting up a pile and then measuring it, board for board, as it was taken down, after a lapse of the usual drying period. This would furnish an incontrovertible argument, unqualified by approximations or guesses.

Incidentally, the large shrinkage in measurement referred to suggests that the wholesaler who is buying green lumber at the same price he is paying for dry, and is then absorbing the shrinkage which occurs on his yard, is hardly using sufficient judgment in the conduct of his business.

### Why Not Build Roads

Now is a good time to build macadam roads to take the place of the dirt highways which mark the average hardwood yard. The lumberman may not think it worth while to improve his alleys in this way, especially as business is quiet at this particular time; but when the demand is lively and time is valuable, trying to handle lumber over roadways that are nothing but bogs is a difficult and expensive operation. While it pays have the roads properly put down, using crushed stone and putting it on in the roughest way will make a big improvement and give the horses a footing where they would ordinarily be unable to get through the mud. Besides, it is not to the credit of a lumber yard to have roadways like most of those that are in use.

Lumbermen who have little for their regular forces to do, but want to keep their men together in order that they may not have to organize a new crew when business demands become larger, should consider the question of having their men do the work of road-building. It would give them a chance to earn wages, and it would be a permanent investment worth while for the lumber company.

### Walnut for Interior Finish

Those interested in the development of American black walnut in the domestic trade are very much pleased with the increased use of the wood for interior finish. A large number of important buildings have been finished in walnut, and the architects seem to have decided that it is handsome enough to go into the finest structures they are designing. This is important on its own account, of course, but even more important is the effect which this will have on the furniture business. The man who builds a residence wants to furnish it according to the way it is finished. If the dining room is finished in oak, his dining table, chairs, buffet, china closet, etc., will be of that material, the finish being mission, fumed, early English, Flanders, golden or whatever is called for. On the other hand, if his living-room is to be a walnut apartment, as shown by the interior finish, his tables, chairs and other furniture will have to be walnut. This is equally true of offices, and perhaps is even more applicable.

There is a new office building in a western city, finished in mahogany—150,000 feet being used, by the way—where the tenants who came discarded hundreds of oak desks and other office equipment and replaced them with mahogany furniture. Walnut is coming so strongly in this respect that one is justified in assuming, therefore, that the furniture trade will have to increase the proportion of walnut furniture in order to keep up with the interior finish movement.

In connection with the relationship between interior finish and furniture, one of the leading houses in its line in the country, the Glidden Varnish Company of Cleveland, O., struck a false note in a big advertisement to consumers recently, when it suggested the use of one of its finishes to make the furniture "harmonize" with the finish.

"Our furniture was oak, and the room was finished in mahogany," says the host to his guests, with a flourish as he proudly indicates his handiwork. "With Japalac we turned the furniture to mahogany, and now it harmonizes." The idea of taking a high-grade piece of oak furniture and staining it to resemble mahogany seems a trifle crude.

### Is Poplar Coming Back?

Poplar, which has been rather dull for some time, is one of the most active movers on the list at present. Lumbermen report that it is selling in quantity, and is the bright spot in the situation. There is good reason to be pleased with this development, inasmuch as poplar is intrinsically one of the finest woods that grow, and on account of its splendid working qualities appeals to the artisan strongly. With competing woods gradually increasing in value, while poplar is either steady or selling at lower levels than heretofore, there is no reason why the consumption should not be stimulated to a marked extent.

### Two Sides to the Proposition

The salesman who insists that he can't make the consumer think that his business is good, when it isn't, lacks imagination. He forgets that there are two sides to every proposition, and that the manufacturer, especially when he is on the buying side, often sees only the gloomy features of the situation. The saleman must be a "bull," temperamentally and professionally. He isn't expected to hypnotize his customers, nor change black into white; but most people prefer to see the silver lining of the cloud, and the salesman who knows how to turn it around and expose the bright side is going to get the orders and win a welcome, while the man who is in the dumps, and tries to condole with his customers, finds that misery doesn't love company to that extent, and that mighty little lumber is going to be sold in that way.

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Historians make men famous after they are dead but the advertising man does it while they live.

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There is no question that there has long been room for a production of much more dimension stock at the mills to save the freight on the trimmings, but the problem has been to get the millmen interested, and after that to find a way to produce and handle the smaller dimensions without the cost eating up the profit. Still we are making progress and are gradually solving this problem, and the future will likely see more attention given by both producer and consumer to this feature of the business.

# Pennsylvania's Wood Industries

**Editor's Note**

Four years ago the United States Forest Service began the study of wood-using industries state by state, to cover the whole country. The first state completed was Massachusetts, the second North Carolina, and the work has gone forward until all of the states have been covered by field work, and the results in most of them have been published. In many states the investigation was cooperative, the government compiling the figures and writing the reports, and the states, or some commercial organization or trade paper, printing the bulletins. The report from Pennsylvania has been printed and the results are summarized in the accompanying review. Four states remain to be published, West Virginia, New Jersey, Indiana, and Georgia. The field work in these is complete and the publications may be expected soon.

The Department of Forestry of Pennsylvania has published bulletin 6, dealing with industries in that state which use wood as raw material in manufacturing. Though published by the state of Pennsylvania, the compilation of the work was done by the United States Forest Service. The office of Industrial Investigations, under O. T. Swan, had charge, and Roger E. Simmons conducted the field work and wrote the report. Assistants were furnished by Robert S. Conklin, commissioner of forestry in Pennsylvania. It is thus apparent that the preparation of the work has been in competent hands.

The result is highly satisfactory. It belongs to the series of state woods-using reports which have been published at intervals during the past four years. It is the largest of those reports, being a book of more than two hundred pages, and replete with details of woods, prices, methods of manufacture, quantities of wood consumed annually in the state for various purposes, sources of the material, and many other matters of importance for persons who have occasion to investigate the use of wood for manufacturing purposes. The bulletin is illustrated with half-tone pictures and with drawings of various features of woodworking. It is presumed that copies of the report may be procured from the Pennsylvania Department of Forestry at Harrisburg, and from the Forest Service, Washington, D. C.; but information is not at hand whether copies will be distributed free or at a price. It is worth a price to those who are in the wood-manufacturing business.

### Kinds of Woods Used

The factories of Pennsylvania use seventy-two kinds of wood, according to the table which gives a summary for the whole state. An examination of the list, however, reveals the fact that the claim of seventy-two woods is too modest, if each species be counted as a different wood. The whole number will not fall much short of twice seventy-two, since from two to six species are occasionally grouped under a single name.

White pine leads all other woods in quantity used, amounting to more than fourteen per cent of the whole, at an average price of $31.55 a thousand feet, delivered at the factories. Shortleaf pine is second in quantity, longleaf pine third. These three pines make up more than one-third of the total quantity of wood used in the state.

White ash leads the hardwoods, and red oak is second, followed in order by yellow poplar, sugar maple, chestnut, beech, red gum, and basswood. The total demand for hardwoods and softwoods respectively is nearly equal, but the latter are a little ahead. The total of woods of all kinds going to factories during the year covered by the report was 1,114,219,650 feet.

Of the seventy-two woods in use, sixteen are of foreign origin. Though more than one-fifth of the species come from other countries, the total quantity of foreign material does not amount to one per cent of the whole. More Spanish cedar is used than any other imported wood, and mahogany is second.

Only six of the seventy-two woods were grown wholly in the state. They were aspen, mountain laurel, locust, sassafras, sumach, and black willow. These are all of minor importance, their combined totals amounting to little more than half a million feet. Forty of the woods were in part state grown, and three others are found native in Pennsylvania, though they appear not to have gone to the factories from that state, but came from elsewhere.

A little more than twenty-eight per cent of all the wood reported for factory use in Pennsylvania was state grown, the quantity being 313,683,632 feet against 800,356,018 shipped in from outside regions.

### Cost of the Material

The total cost of the wood delivered annually at Pennsylvania factories is given at $32,483,227. The average price paid per thousand feet is $29.15. The averages in Illinois, Ohio, and New York were respectively $28.76, $30.47, and $30.76. The average of these three states is very nearly that of Pennsylvania.

The woods used in Pennsylvania vary remarkably in price. The most costly on the list is weichsel at $540 per thousand feet. This material is bought by weight, but it is reduced to board measure in calculating the price. Other costly woods are rosewood $462.89, French briar $351.34, Circassian walnut $340.45, boxwood $298.90, eucalyptus $260, satinwood $200, sarbo $200, teak $191.95, and ebony $188.18.

Black willow is the cheapest wood reported, at $13, and is followed by aspen at $15. Others below twenty dollars are scrub pine, black gum, pitch pine, beech, and loblolly pine. In 1912 the sawmill output of lumber in Pennsylvania was 992,180,000 feet.

### The Industries

According to the classification made by the Forest Service, there are fifty-five separate wood-using industries in the United States. Pennsylvania has fifty of them, a number which is not equaled by any other state. The smallest separate industry in Pennsylvania is credited with the use of 95,945 feet of wood a year. The industry produces manual training supplies, and pays an average price of $66.44 a thousand feet for the wood purchased. The largest industry turns out planing mill products, uses yearly 281,717,600 feet, and pays $33.46 a thousand for it. Following are the ten largest wood-using industries in the state, with the annual amount of lumber used by each:

| | Feet |
|---|---|
| Planing mill products | 281,717,600 |
| Boxes and crates | 273,904,604 |
| Cars | 228,880,900 |
| Furniture | 58,995,170 |
| Chairs | 33,117,000 |
| Vehicles | 31,801,509 |
| Ships and boats | 26,716,000 |
| Caskets and coffins | 13,982,500 |
| Mine equipment | 11,948,897 |
| Fixtures | 11,888,220 |

These ten industries account for more than four-fifths of all the wood demanded by factories in Pennsylvania. This state leads all the other states in the use of mine equipment. The coal mines are highly developed, and include both hard and soft coal. There are fifteen industries which use less than one million feet of wood annually. The highest average price for all woods bought is paid by the makers of tobacco pipes, $165.49, and the lowest price, $14, is paid by excelsior mills.

There are in Pennsylvania 3,432 factories which make wood commodities. These figures do not include sawmills producing rough lumber. No state surpasses Pennsylvania in the number of wood-consuming factories, though several exceed it in the quantity of wood used.

### The Uses of Wood

The Pennsylvania report possesses special value on account of the thoroughness with which the uses of the various woods have been worked out. It is safe to say that no other book published in America is so complete, as far as the woods which are considered in this report are concerned. All of the common woods of the United States are included, and several from foreign countries. There is, however, a pretty large number of woods which grow in this country that are not considered in the Pennsylvania report, because they are not used in that state.

Take handles as an example of the details with which the use of wood in the separate industries is presented. Instead of treating handles as if they consist of a single article, forty different kinds of

strong, others need moderate strength only.

Another illustration is found in the treatment of the novelty industry. Instead of considering it as a whole and in a general way, with pictures of the articles and descriptions of the woods used. Similar treatment is accorded the woodenware industry. Photo engravings ware are. The industry listed as "Machine Construction" is not left in that vague form, but twenty-four kinds of machines are named, and the woods used in the construction of each one of them are given.

The toy industry includes twenty-nine sorts of toys, which are separately listed, and the woods entering into the construction of each kind are shown. More than fifty wooden parts of the piano are given by name and by drawings, and the woods of which each part is made are named. Another list contains sixty-two woods employed by makers of canes and umbrella handles; and pictures of twenty-seven styles of canes and handles accompany the description.

Great differences are shown in the number and variety of uses of woods in Pennsylvania. A few are reported for only one use, while several fill more than one hundred different places in factories which produce articles of wood. Black walnut has 156 uses, sweet birch 357, hard maple 375, yellow poplar 423, and white oak heads the list with 752 uses.

# Some Helpful Saw Suggestions

### Edger Saws

One can find in going about the country some strangly contrasting opinions about edger saws. Here and there you will find a man who delights in running thin saws and is an enthusiast for them, thinks they are the means of saving lumber, and also of saving power. Then maybe, about the time you are persuaded that his theory is the right one and are wondering why everybody doesn't follow it, you run across a man who goes up in the air when you talk thin saws to him. It is all largely a matter of opinion influenced by experience. The man who is an advocate of the thick saw has generally had some troublesome experiences with thin ones and it has so prejudiced him against them that he will not consider them.

When the thin saw idea first attained popular favor it began with mill saws, which were reduced down from 6 and 7 gauge to 8 and 9 and finally to 9 and 10. This spirit reached the edger saw soon after and edger saws were made thinner in proportion than the mill saws. This happened in advance of the time of great skill in swaging and caring for thin saw teeth. The mill saws were thick enough to swage and handle in the original way, but the edger saws were so thin that often they were set by springing the points, each alternate point in different direction to get set in the saw.

While these were keen and sharp, they did very well on soft wood, but in the course of time they would wear, rounding on the outer corner and continued springing. If carelessly done, would result in getting a hump just back of the tooth point, so that it really did not clear itself as it should. Then the thin edger saws would go bad. They would hit hard streaks in the lumber and sheer out a little and the lumber would wedge between them, generating, and a bad matter would soon become worse.

There was a lot of trouble of this kind with many edgers, and it took some millmen quite a while to understand the cause. Many of them at that time found the solution to the trouble by using thicker saws and a swage set the same as the mill saws. Those who turned to these for relief found the difference so great that they were done with thin saws for edgers. Others found relief in a different manner. It was about the time people began to develop skill in swaging and filing thin saws, and some of them found relief in this way and still retained their thin saws. They are the fellows who today are still ardent advocates of thin saws.

We are in much better position today to get good service out of thin edger saws than in times gone by. The band saw, which is perforce a thin blade, has served to train saw filers in the swaging and filing of thin saws until today they can put proper corners on a thin edger saw and it will stand up to its work much better than in the old days when the spring set was resorted to.

There are, however, cases of severe service where the thicker saws really should be given a preference in edger work. If it is a high feed with hard knots and heavy power behind it, it may be found that the thin saws give more trouble than they save power and timber. When that is the case one should not let the thin saw idea get the better of common sense. Take the thick saw and get satisfaction out of the work. It is the more sensible plan.

### The Gang Rip Saw

The gang rip saw is just as important a machine, compared to the single bench or rip saw, as the gang edger in the mill, compared with the old time single side edger. This is a fact, however, that has not been so generally recognized as have the advantages of the gang edger in the mill. When it comes to ripping up stock into strips or dimensions anywhere away from the gang edger itself, there has been a pretty general use of the single rip saw except in the making of lath and very small articles of that kind. At first it was a single hand feed rip saw, and this was clung to persistently after the advantages of the power feed were well established. By and by the advantages of the power feed were recognized both in the quantity of the work and in lessening the burden of hand labor, and now some attention is being given to the subject of gang rip saws. They are not yet receiving all the favor they merit, otherwise there would be more of them in use. The gang rip saw has substantially the same advantages as the gang edger when one is ripping strips or dimension stock of which there is more than one piece in a board or a flitch. There is a saving of time and money in the use of gang saws in proportion to the width of the stock and the number of gangs used. In ripping lumber for narrow flooring the gang will do twice the work of the single saw and the same advantage is easily obtainable in ripping short stock of various kinds into small dimensions. There is, of course, room for the single rip saw in the working of stock which may vary in dimensions with every few pieces, but where there is any quantity of narrow stock dimensions to be made, the gang rip saw offers enough advantages to easily justify the extra cost and power required in its operation.

### Cross-Cut Bench Appliances

Some years ago there was quite an extensive exploitation of a variety of cross-cut or swing saw bench appliances intended to facilitate cutting to various lengths. Most of the appliances were of the automatic or semi-automatic stop gage order and some of them proved disappointing because of a lack of accuracy. The exploitation of these things is not so active now, but those that are offered and being used seem to be more satisfactory, and all of them offer advantages over the older practices of using measuring rods and stop chocks; and if they are properly installed they can be kept reasonably accurate. In other words, it seems worth while to equip any swing saw bench with something of this kind because of the advantages offered.

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In times gone by, many of the prominent importers of mahogany questioned the import figures of the Bureau of Statistics at Washington, claiming that they do not represent anything like the total quantity. Comparing the figures on imports with the estimate of the quantity of mahogany consumed annually we have the Forest Service figures on consumption as 50,575,999 feet. For the fiscal year ending June 30, 1913, the import statistics show 66,318,000 feet imported. Striking an average of four years, total import figures give 47,555,000 feet, so evidently the Bureau of Statistics is not far out on the import statistics on mahogany.

# Woods Used For Foundry Patterns

Patterns are used in different industries and in ways not at all similar. The shoe last maker employs a pattern to guide the cutting bits of the lathe in giving shape to the last. The carver, who employs a machine in doing the work, puts his pattern to pretty much the same service as the last maker, but the machine is quite different. The mechanic often works according to a pattern when he makes an intricate piece of mechanism, though he may have no further use for the pattern than to measure it from time to time and see that he is faithfully copying it. But these are not the patterns which fill so important a place in the foundry.

The foundry pattern is of the same shape and size as the casting which is to be produced. The pattern is buried in a box of wet sand (called a flask) and the sand is tamped hard around it. By devices specially provided, the pattern is taken out, leaving a hollow mold into which the melted metal is poured, and it hardens in the form desired, which is an exact copy of the pattern.

Pattern making is as old as metal casting, and that is older than history. The maker of patterns has always held an important place in the industries of the region. He has always been the connecting link between the carpenter and the metal molder. The real artist who made possible some of the fine bronze vessels, stands, and ornaments of the Romans was the pattern maker, not the metal worker. The form with all its lines of beauty was in the pattern. The foundry man did no more than pour the hot metal into the mold formed around the pattern. The foundry man has been praised during thousands of years for his skill, and the pattern maker has been wholly overlooked; yet without his patterns the foundry would produce nothing useful or artistic.

### Woods Fit and Not Fit

Every wood is not fit for patterns. Some are useless, others valuable. They must be chosen with care and tried out by experience. If all the woods of the United States were placed on trial, it would be found that ten would be rejected for every one accepted. The line is not drawn between hardwoods and softwoods, or needleleaf and broadleaf trees, or between strong and weak woods. Neither is it necessary to draw the line between woods of rapid or of slow growth.

Pattern makers classify materials as "drywoods" and "water woods." That has no reference to their condition of dryness. Trees which grow on high, dry ground are more suitable for patterns than those from low, swampy situations. The latter are known as "water-woods." They absorb moisture so readily that they are liable to swell in the wet sand and spoil the mold. A "drywood" is less liable to do so, though the best wooden pattern, if left too long in the damp sand, will swell by the absorption of moisture. It is supposed that trees which grow in damp situations are not so compact of structure as those in dry places, and the wood of the former is more porous and will absorb moisture quickly.

The mere fact, however, that a tree happens to grow in dry soil does not make a good pattern wood of it, unless it is naturally so. Many woods are not good for pattern making, no matter where or how they grow.

### Virtues and Faults of Pine

White pine is one of the best woods in the world for ordinary foundry patterns, and it might be supposed that all other pines would be somewhat like it, but it is not so. Longleaf pine, short leaf, Norway, western yellow pine and northern pitch pine are useless to the pattern maker. These woods are filled with resin which oozes out when the pattern is subjected to the heat and moisture of the foundry. This causes the sand to adhere to the pattern, making it difficult to draw, and the surface becomes too rough for molding the second casting. These woods likewise split easily, are hard to work to a smooth surface and nails are driven into them with difficulty.

The trouble is due primarily to the resin in the pine. There are several white pines which contain little resin, and they are satisfactory to the pattern maker. Among these are the following: The common northern white pine, Idaho white pine, California sugar pine, and limber pine. The first named is the best of these. It checks and warps but slightly, is easily cut, and though good grades are now high in price, it is one of the cheapest pattern woods when the maker's time is taken into account, and the length of service is considered.

That was the "pumpkin pine" of early New England times, and the "cork pine" a little later in Pennsylvania, western New York, and Michigan. It was nothing more than large, finely-conditioned white pine, usually more than two hundred years old. It was soft and could be cut across the grain or with it. In fact, it had so little grain that it was said to cut like a pumpkin, hence the name.

Another and slightly different origin is given for the name. The spheres or balls used in early New England as ornaments for the tops of flag poles and the prows of boats were called "pumpkins," because of their shape; and since they were nearly always made of the best grade of white pine it came to be known as "pumpkin pine."

### Some Other Softwoods

After the white pine, the spruces stand highest as pattern material, but they must be carefully assorted. There are hard and soft varieties, and the former must be rejected. The soft kinds contain little resin and are quite satisfactory. Spruce is generally not so free from knots as pine, and has a harsher grain, warps more, and the spruce pattern must be nailed to hold it true. It is said the best spruce for this purpose is the Engelmann of the Rocky Mountain; but when a clear trunk of blue spruce, which grows in the same region, is found on high, dry ground it is equally good.

Hemlock might be supposed to be worthless for patterns, because it is cross-grained, brittle, and warps badly; but it is cheap and is useful in building up the frames of large patterns, which are then covered with better material.

California redwood, Washington cedar, and Port Orford cedar of Oregon, are employed in their respective regions by pattern makers. They are soft, fine-grained, and not inclined to warp. The redwood is rather too soft, as it is easily scarred and dented, yet it will dull tools more speedily than white pine. The southern red or pencil cedar makes fine patterns, except that it is rather too soft.

Cypress is occasionally worked into patterns, but it is classed with the "waterwoods" and is disposed to absorb moisture from the wet sand; but that tendency is overcome for a time by shellacking the wood. If a limited number of castings are all that are wanted, cypress is fairly satisfactory.

### The Hardwoods

The maker of patterns holds two chief points in view: The cost of the article and the time it will last. It is evident that the amount of service given is the real measure of cost. A five-dollar pattern which is good for only a dozen castings is more expensive than one costing ten dollars and good for a hundred castings. Some of the hardwoods may be used so long that their first cost is a matter of small importance. The list of the hardwoods suitable for this place is not large. The three most common are yellow poplar, cherry and mahogany, though others, like ebony, lignum-vitæ, boxwood, and teak are occasionally used.

Yellow poplar has a fine texture with a satin lustre. It is straight-grained, tolerably soft, shrinks moderately, is not liable to check, warps but little when thoroughly seasoned, and is not apt to absorb moisture. It quickly dulls the fine-edged tools used by pattern makers.

### Mahogany

Mahogany is an excellent pattern wood. It is hard, takes an excellent polish, is not inclined to warp, and it absorbs very little moisture from the wet sand. It is the standard material for patterns which are to be used many times, and the first cost is of small importance. The best mahogany for patterns is that cut in Honduras, though some is used from other parts of tropical America and also from Africa. Straight-grained wood is wanted. The figured mahogany which is so highly prized for furniture and interior finish is not wanted by the pattern maker. It is too difficult to work to a smooth surface.

Some foundrymen consider wild cherry superior even to mahogany as pattern wood. It is harder, stronger, and of finer texture than mahogany. The grain is nearly always straight, it takes a smooth polish, and warps but little, although it shrinks considerably in drying, and it must be thoroughly seasoned before worked into patterns. It is hard to work, but that drawback is overbalanced by some of its other excellent qualities.

It is usually regarded as the best known wood for patterns. It does not dull tools as mahogany does at the high speed at which its machines are run in the pattern shop. It is considerably cheaper than mahogany, but this is partly offset by the increased labor cost of building a cherry pattern. More castings can be made from a cherry pattern than from one of any other wood in general use.

Formerly a good deal of black walnut was used in the pattern shop, but in recent years it has largely disappeared from that industry. Maple, birch, and beech give fairly good service as patterns, but the wood is so hard that it is worked with difficulty.

# Grain of Wood and Its Meaning

The general idea is that grain means the annual rings of growth. Undoubtedly that is the basic idea with most people, but it lacks much of being an exact definition, because "straight-grain," "cross-grain," "smooth-grain" have little meaning if applied to the growth rings. Such rings never cross, are never straight, and smoothness cannot be applied to them in a strict sense.

The term grain in reference to wood is elusive. It is difficult to pin it down to an exact meaning. Experienced judges cannot agree among themselves. When a saleman speaks of a straight-grained wood he means one that feels smooth when rubbed with the hand, no matter whether the growth rings are wide and distinct, as in hickory, or narrow and hardly discernible. A pattern maker wants a wood which cuts easily in all directions, like white pine. It makes no difference to him what the rings look like, or whether the wood has any. Yet he calls it "homogenous grain."

The furniture maker's idea of grain goes further than that of the handle maker or pattern cutter. He takes into account the wood's appearance when it is cut in either longitudinal or radial section, or oblique to the radius. He frequently associates the medullary rays, or bright patches in woods like oak, with grain. That is apt to be what he means by the word; yet, these rays have nothing to do with the size of annual rings. They cross these rings at right angles.

One may look at the end of a chestnut log and say the wood is coarse-grained, and at the end of a red cedar log and pronounce it fine grained. In this case he refers to the width of the growth rings, those of chestnut being wide, while cedars are narrow. Mahogany usually has no rings that anyone can readily see, yet [illegible] grain.

It is evident that the term is loosely used and means different things, depending upon who is using it. Wood technologists are more exact in their definitions, at least those of the United States Forest Service, who insist that "grain manifestly should not refer to the rings of annual growth," though it is fundamentally influenced by the bands of spring and summer wood which make up the rings, and also by the medullary rays.

According to this definition, a wood's grain should be considered as the arrangement of its fibers, pores, and other elements of which the wood is composed. The fibers usually run up and down the trunk. They are the wood cells or strings of cells. When separated one from another they look like minute splinters, the longest of them seldom exceeding a quarter of an inch in length. The pores of hardwoods are tubes which also run lengthwise of the trunk, among the fibers. In some woods, as oak, chestnut and hickory, the pores are readily visible to the naked eye. In other woods, like cottonwood, yellow poplar, and red gum, the pores, though very numerous, are generally invisible without a magnifying glass.

If the pores are small or wholly wanting, and the fibers are small and compact, the wood is classed as fine grained by technologists, and as coarse grained if the fibers are large and the pores large and numerous. When this view is taken, such terms as "cross-grained," "spiral-grained," and "straight-grained" have a meaning, which they do not have if the yearly rings are taken as the basis of grain. Black gum is cross-grained because its fibers and other elements cross one another; it is fine grained because its pores are small and its fibers compact. Some chestnut is straight-grained because the elements are parallel to the axis of the trunk; others are spiral-grained because the elements run round like a winding stair. The term "woolly-grained" is sometimes applied to wood—usually to mahogany—by the finisher. It refers to a surface which fuzzes up when attempt is made to polish it. Such wood is really cross-grained, and the ends of the oblique fibers are torn loose by the polishing tool, but are not cut smoothly off.

It is evident that when a wood's grain is spoken of it may refer to characters quite different in their natures.

## Home Advertising

A few days ago a salesman was in the office of one of his good customers who has recently improved his plant and had installed himself in a new office occupying one end of the section of his mill.

This firm for years had been located in an office that was comfortable but did not in any way advertise either grades, kinds or workmanship of stock. He now has a large down-stairs room and two on the second floor, all being finished in hardwood with oak flooring, oak panel doors, stair-case in quartered oak and the general finish of the rooms in plain red oak.

These people make a specialty of interior finish and house trim and have for years been letting a good opportunity for advertising slip by them. Their floors are of a select grade of plain white oak and certainly afford an excellent opportunity for advertising that class of flooring, as the grade is fine and the floor presents a beautiful appearance. The salesman states that he has seen nothing more handsome than the plain oak door panels which by the way are five-ply veneer, not made by this firm but bought outside and carried in stock.

A customer who is somewhat undecided as to what he will use can be shown the stock as it will appear, and this concrete evidence of what can be done by a firm forms a splendid talking point. "What we have done" if you can show a man a sample always makes more [illegible] than "What we can do."

# Pertinent Legal Findings

### Lumber Shipper's Right to Transportation Facilities

What legal remedies has a shipper of lumber against a railway company for refusal to furnish him cars or other shipping facilities? This important and interesting question occasionally rises when the carrier's refusal is arbitrary, but more frequently in times of car shortage.

It is well-settled law that every railway company which undertakes to carry general freight must accord equal privileges to all shippers on the same terms. So a carrier which maliciously refuses to furnish cars for the transportation of lumber or other commodity, merely because the shipper has previously favored a competing road, or refuses to make all of his shipments over the line, subjects itself to liability to him, not only for all damages resulting as a natural consequence of the refusal, but, also, may be held for punitive damages. But, in the absence of malice, the award must be limited to actual damages. A railway company may enforce any reasonable regulation governing shipments. Thus it may refuse to move freight until the charges are prepaid, but the shipper's failure to tender prepayment does not justify refusal to furnish cars, if advance payment is not customarily demanded. And it has been decided that a shipper's previous delay in unloading freight does not excuse refusal to allot cars to him.

An unprecedented press of traffic which could not reasonably have been foreseen excuses a railway company's failure to have enough rolling stock to promptly move all freight offered, but there are many court decisions to sustain the statement that in such cases available cars must be fairly distributed among shippers; the company may not fill all the requisitions of a favored shipper, and then justify refusal to furnish any cars to another on the ground of shortage. But when a carrier contracts in advance to supply a certain number of cars at a certain time and place to move logs, lumber or other freight, it cannot avoid liability for breach of the contract on the ground that the agreement gave that shipper an advantage over other shippers, unless he was thereby given an undue preference.

Proper demand for cars must, of course, be made before the carrier can be held responsible for failure to supply them. For instance, demand made upon a station agent to furnish cars at another point does not bind the railway company. And, if the carrier's rules require requisition for cars to be in writing, an oral demand is insufficient, unless it appears that the rule has been customarily disregarded. It is to be noted, however, that under the reciprocal demurrage laws which are now in force in several states written demand must be made in order to preserve the benefits provided by those laws.

The reciprocal demurrage acts do not provide an exclusive remedy in cases where shipping facilities are refused; it is generally held by the courts that in such a case the shipper may pursue his common law remedy independently of the act.

An important limitation upon the right to recover damages lies in the principle that governs awards in all damage cases, namely that the aggrieved person must take all reasonable steps to minimize his damages. So, if a railway company fails to furnish cars and other practicable means of transportation can be found which will reduce the amount of resulting damages, such means must be adopted. And when shipping facilities are delayed, the shipper must take all reasonable steps to avoid unnecessary injury to the lumber or other freight pending the delay.

Mandamus is a proper method of compelling a railway company to furnish facilities which it wrongfully and arbitrarily refuses to afford.

### Phases of Lumber Sales Contracts

A contract to sell quantities of lumber to be shipped within a certain period implies that the shipments are to be made at the buyer's option, but requires him to furnish orders for shipment of the full amount before expiration of that period. Failure to order out the full amount in that time is waived, however, by the seller entering into a new contract modifying the original agreement. Where title to unshipped lumber has not passed to the contract buyer, the seller cannot, on the buyer refusing to order the same out, recover the full contract price. His remedy, if any, is to sue for damages for breach of the contract to buy. (Maine Supreme Judicial Court, Russell vs. Clark, 91 Atlantic Reporter 602.) Accepted orders for goods under a contract, which are void for uncertainty as to the quantity of goods sold, may constitute sales of goods so ordered at the prices named in the contract, but they do not validate the agreement as to articles which one of the parties refuses to sell or deliver, or which the other party refuses to accept under the void contract, because neither party is bound to deliver or receive any quantity under the agreement. Neither party to a contract of sale can contradict its express terms by showing a trade custom contrary to the provisions of the contract. A contract of sale is unenforceable unless it provides for a sale of a definite quantity of goods. A contract to buy all of a certain kind of articles used in the buyer's business is sufficiently definite, however. The agreement is invalid, though, if it leaves it open to the buyer to refuse to accept any delivery. (Maryland Court of Appeals, Parks vs. Griffith & Boyd, 91 Atlantic Reporter 581.)

### Liability for Injury to Employe

A lumber company is liable for injury to an employe of one who was engaged by the company to haul lumber from one place to another, the accident having been caused by lurch of a car on which lumber was being carried, due to defective condition of the track. (Nevada Supreme Court, Flodin vs. Verdi Lumber Company, 142 Pacific Reporter 531.)

### Duty to Safeguard Machinery

Under a law requiring employers to safeguard machinery to avoid injury to workmen, where guards can be maintained without impairing the efficiency of the machinery, an employe does not assume the risk of working at unguarded machinery, which it is practicable to guard. (Oregon Supreme Court, Filkins vs. Portland Lumber Company, 142 Pacific Reporter 578.)

### Responsibility for Death of Employe

Where an employe of a lumber company was directed to assist a firm in loading lumber on a vessel under control of the firm, and was precipitated into the water by breaking of a cable on which he was being carried to the vessel, the lumber company and the firm were jointly liable, the appliances being partly owned by each. (California District Court of Appeal, Koskela vs. Albion Lumber Company, 142 Pacific Reporter 851.)

### Recovery on Omitted Item of Account

A wholesale lumber company was not precluded from recovering the amount of an item for lumber sold by the fact that the item was omitted from a bill which was supposed to cover all sums due, and which was paid by the buyer, if the omission was an innocent mistake. (California District Court of Appeal, Union Lumber Company vs. J. W. Schouten Company, 142 Pacific Reporter 910.)

### Injury Caused by Co-Employe's Negligence

Under the laws of Georgia which exempt employers from liability for injury to an employe caused by negligence or misconduct of a "fellow servant," in certain cases, a lumber manufacturing company is not liable for injury to one of its carpenters while constructing a dry-kiln, caused by negligence of an engineer and fireman in charge of an engine and tram cars operated in the course of the company's business. (Georgia Court of Appeals, Dwan vs. Great Eastern Lumber Company, 82 Southeastern Reporter 666.)

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Lena Timbers vs. C. F. Timbers is the title of a Michigan divorce suit now in court. Lena claims Charles failed to support her and Charles alleges that he woodwork. Any way it appears the timbers were poorly matched. There is no second growth.

And at that he isn't a lumberman.

# The Annual Production of Boxes

[illegible] J. Nellis of the Forest Service.

[illegible] total. Practically all of the wood used for boxes is the product of the sawmill and therefore forms a part of the annual lumber cut. Based on the production in 1912, the last year for which figures are available, 11.6 per cent of all lumber produced in the United States is converted into boxes. In fact, the manufacture of packing boxes and shooks, crates, crating, fruit and vegetable packages and baskets, is the second largest wood-consuming industry of the United States. The manufacture of lumber for construction and building purposes, planing mill products, sash, doors, blinds, and general mill work, is, of course, the leading wood-consuming industry, taking over two-thirds of the annual lumber cut.

The figures on which the bulletin is based were collected state by state. Individual reports for thirty states have been published. Reports for the remaining states are in manuscript, and the figures have been summarized and the totals appear in the table which follows. Partial reports and estimates of the totals for the United States have been published from time to time; but the totals from the government figures are made public now for the first time.

### Regions of Large Manufacture

Box manufacturing goes by sections. Some regions make many more than others. Two considerations largely determine the number of boxes produced in a region; first, abundance of suitable wood, and, second, proximity of a large and steady demand for the finished product. Cheap, suitable wood is the first requisite. The finished shooks may be shipped considerable distances to market, but it is not practicable to ship rough box lumber very far.

Nearly three-fourths of all the boxes, shooks, crates, crating, etc., are manufactured in the region east of the Mississippi river and north of Tennessee and North Carolina, which, owing to the extent of its industries, offers the best market for boxes, and also embraces or is contiguous to the sources of the woods most used in box making. New England and New York produce and manufacture into boxes a great deal of white pine, hemlock, spruce and balsam fir, though they also secure a portion of their box material from Canada. Virginia and Maryland produce yellow pine, and use nearly 1,000,000,000 feet a year for boxes, though much of this comes from North Carolina. The Lake States manufacture white pine into boxes, and supply much of the material for the enormous box factories in Illinois. The latter state, however, draws much of its box material from the hardwoods and softwoods of the South.

### The Woods Used

The following table shows the quantity of each of the many kinds of wood in the United States made into boxes annually:

| Kind of Wood | Feet B. M. |
|---|---|
| White pine | 1,131,969,940 |
| Yellow pine | 1,042,936,123 |
| Red gum | 401,735,290 |
| Spruce | 335,935,643 |
| Western yellow pine | 228,691,927 |
| Cottonwood | 210,819,509 |
| Hemlock | 203,526,091 |
| Yellow poplar | 165,116,737 |
| Maple | 96,831,648 |
| Birch | 90,787,900 |
| Basswood | 86,979,611 |
| Beech | 77,899,280 |
| Tupelo | 74,982,910 |
| Fir | 63,726,458 |
| Oak | 56,362,111 |
| Balsam fir | 40,173,700 |
| Cypress | 38,962,895 |
| Chestnut | 36,216,700 |
| Sugar pine | 24,686,000 |
| Sycamore | 16,451,693 |
| Ash | 10,507,308 |
| Willow | 10,004,600 |
| [illegible] | [illegible] |
| [illegible] | [illegible] |
| [illegible] | [illegible] |
| [illegible] | 6,[illegible] |
| [illegible] | [illegible] |
| [illegible] | [illegible] |
| [illegible] | [illegible] |
| Cedar | 2,[illegible] |
| Redwood | 2,[illegible] |
| [illegible] | 1,[illegible] |
| [illegible] | [illegible] |
| [illegible] | 678,000 |
| [illegible] | 524,000 |
| [illegible] | 400,000 |
| [illegible] | 315,000 |
| Cherry | 170,500 |
| Black walnut | [illegible] |
| [illegible] | 91,[illegible] |
| [illegible] | 15,800 |
| [illegible] | 13,000 |
| [illegible] | 5,000 |
| [illegible] | [illegible] |
| [illegible] | [illegible] |
| Total | 4,[illegible] |

The bulletin from which the above figures are taken contains a map which shows the regions most prominent in the box industry. The Pacific coast states make ten per cent of the country's boxes. The whole Rocky Mountain and Plains states region, including Louisiana, Mississippi, Alabama, Georgia, South Carolina, and Florida, produce eleven per cent. Missouri, Arkansas, Kentucky, and Tennessee make nine per cent. Wisconsin, Michigan, Illinois, Indiana, and Ohio produce twenty per cent; while the middle Atlantic and northeastern states make fifty per cent.

The boxes are of all kinds and for numerous purposes, ranging in size from the cases for dry goods, which may have capacity for ten or fifteen bushels, down to the pint or pound cups for berries. Statistics do not show the relative numbers of different kinds of boxes, but it is believed that the products of orchards and gardens demand nearly or quite one-half of the whole output of box lumber. Merchandise requires a large part of the remaining half.

Box material is prepared in various forms. Formerly, when wood was cheap, much of the box lumber was of one-inch thickness. That is unusual now, except where more than ordinary strength is required. By using reinforcing strips, a box of thin lumber may be given the strength of the old style box of inch boards. Increasing quantities of veneer are employed by box makers. Most of it is rotary cut. Such veneer is reduced to board measure in the figures of the accompanying table.

Crates are classed as boxes and so appear in statistics. Much crating is used, however, which is never reported for statistical purposes. As a rule, only crates which are made in factories are reported. Many shippers make their own crates as they need them.

## A Hint to Lumber Users

Recently while in one of the large sheds of a leading consuming plant of the Northwest, which shed will hold about 3,000,000 feet of lumber, their was noticed an inscription on the front of a large pile "Hands Off, Car No.———."

On returning to the office the question was put to the owner and manager as whether this was refused stock, which elicited the following reply: "No! but we have a system of marking each complete pile which represents a carload of lumber, with the car number and as you notice 'Hands Off.' This enables us to first use up all the smaller piles of the same class of lumber and when our inventory period arrives we are able to get the exact amounts in the untouched piles simply by referring to the car number.

"In this way at our last inventory we were able to secure accurate figures on 143 cars of stock which was considerable saving in the time of the estimator and gave us figures on which we could absolutely depend."

Not a great deal is seen in print and not much is heard about it in lumber conventions, but it is a fact that excelsior is an important wood product, calling for a little over 100,000,000 feet of timber a year.

# Ebony and Its Imitations

The black keys of pianos are sometimes made of ebony. It forms parts of many other musical instruments, handles for small tools, and novelties of many kinds. It is persimmon wood but not the species found in the United States. It comes from Ceylon, Madagascar, Africa's east coast, and from other tropical countries. It is of many colors, ranging from jet black to brown and green. The blacker it is, the more valuable. Two thousand years before the days of Abraham the Egyptians were cutting ebony under the equator on the east coast of Africa and shipping it to furniture makers in Egypt. Some of that furniture is in existence today.

The cost of ebony tempts counterfeiters to imitate it. The most common imitation in this country is holly. It is worthy of note that one of the whitest woods in the world should be chosen to imitate one of the blackest. The holly is boiled in hatter's dye and becomes so black that no one suspects the counterfeit if he judges by the color alone. The fine grain of holly contributes to the deception, but the weight gives the secret away. Ebony is twice as heavy as holly. This imitation is often employed in making billiard cues and in other inlay work where the weight is not taken into consideration.

In Europe one of the most common imitations of ebony is prepared from the wood of fruit trees, preferably pear. It is dyed in much the same way as holly, and it takes a fine polish which closely resembles ebony.

Other imitations are numerous. They are found in tropical America and in the tropical countries of the East. Of late a timber from Africa, called wat-wood, has been mentioned as a successful substitute for ebony; but the wood appears not to be mentioned under that name in any of the standard books on commercial timbers, and its botany is uncertain.

Even the United States has a candidate for favor as an imitation of ebony. It grows along the Rio Grande, and the people in that region like to have it called Texas ebony. It is little kin to real ebony, but is a locust tree, and a denizen of the jungles of mesquite, huisache, devil claw and other thorny brambles which cover the hills and ravines of southwestern Texas. It is known to botanists as *Zygia flexicaulis*. Efforts to put it on the market as ebony have not been successful, for the probable reason that its color is unsatisfactory. Some parts of the trunk may be as black as ink, but there are stripes and zones of wood as yellow as bodark or as brown as walnut, and it is not easy to cut out the black pieces in shapes and sizes suitable for uses in cabinet making.

The railroads in that region cut the wood for ties, and as far as it may be judged by experience, it will last forever. No one ever saw a rotten railroad tie of this wood. Worms devour the sapwood, which is yellow and half an inch thick, but they can make no impression on the heartwood, and it becomes harder the longer it is in use.

Texas ebony is valuable as fuel. It is at its best under the boilers in the cane-grinding mills near Brownsville; but it is not popular as stove wood because it is said to generate so hot a blaze that the stove is burnt out. The damage to the stove is probably not due so much to the extreme heat developed by combustion as to the acid set free in process of burning. When the northers come down across the plains and send shivers through the thin-blooded Texans along the Rio Grande, the fireplaces are piled with ebony and the red blazes make their presence felt, while the odor contains a strong and not wholly pleasant suggestion of burning leather.

Accounts have been published recently of artificial ebony which is said to be meeting requirements fairly well in some instances, but it must face failure in others. It is manufactured by mixing sawdust and blood and subjecting the mass to enormous pressure. The color might be all right, and possibly the weight and polishing properties may be satisfactory, but the strength ought to be thoroughly tried out before the composition is accepted for situations where great strength is required.

# Gum Trees of the United States

There are at least nine kinds of trees in the United States which are called gum in some parts of their ranges. The eucalypts of California and Florida are not included, because they are not native in this country.

It may be considered that four of these are entitled to the name, while five are not. As for the general public, however, there is only one true gum tree, the others being scarce and of little importance. The nine which are sometimes called gum are the following:

Red or sweet gum *(Liquidambar styraciflua)*, a tree of the southern states and extending north in the Atlantic region to Connecticut and New York.

Gum elastic *(Bumelia lanuginosa)*, a tree in most parts of the south from Georgia to Texas, reaching its highest development in the latter state.

Gum elemi or gumbo limbo *(Bursera simaruba)*, occurring in the United States only in southern Florida.

Doctor gum or poisonwood *(Rhus metopium)*, a tree whose range in this country is confined to southern Florida.

Sour gum or sourwood *(Oxydendrum arboreum)*. This species is found from Pennsylvania southward, and west to Louisiana and Arkansas.

Black gum *(Nyssa sylvatica)*, growing from Maine to Florida and westward beyond the Mississippi.

Water gum *(Nyssa biflora)* occurs in the southeastern part of the United States, as far north as Maryland.

Ogechee gum or sour tupelo *(Nyssa ogeche)* is found in South Carolina, Georgia and Florida.

Cotton gum or tupelo gum *(Nyssa aquatica)* is the common tupelo of the southern states.

### Why Named

The first four trees in the above list bear their names because they exude a resin or gum from injured bark or freshly cut wood; while the remaining five appear to have no just right to carry their names.

Doctor gum, sometimes called hog gum, supplies resin from the bark. This is collected without the process of cutting the bark or wounding the wood. It is used in medicine.

Gum elemi yields an aromatic resin from incisions in the bark. It was once a gout rememdy in the West India islands, but now goes to manufacturers of varnish.

Gum elastic is called "gum stretchit" by children of northern Texas, who gather the ripe berries to mix with chewing gum "to make it go farther." The original name was probably not applied on account of the berries but because the freshly-cut wood exudes a clear, viscid gum.

Red or sweet gum was named on account of gum produced in the South by wounding the bark or by peeling the trunk entirely. That was the origin of the term sweet gum. The name red gum is applied, in most instances, because the heartwood is of a reddish color.

The five other trees which are known in some localities as gum appear to have received their names through various misunderstandings. The trunks of the three southern tupeloes look much like that of red gum, and it is probable that persons who supposed them to be the same, or nearly the same, started the custom of calling them gum, with various descriptive adjectives. This, however, is conjecture only, but is founded on probability.

Black gum's trunk does not look much like the other tupeloes.

[illegible] like black gum, but the ordinary observer sees that there is some difference, so the name sour gum was applied. The leaves are sour to the taste, and the name was natural. Many mountaineers in the Appalachian region, well acquainted with both sour gum and black gum, insist to this day that sour gum is the same as black gum, "with a slight variation."

### The Term Gum

[illegible] called gums, it may be said that red gum is the only American species entitled to the name. Perhaps it should be called sweet rather than red gum, because that name had the priority of a century or more. Besides, the name red gum sometimes leads to misunderstandings, because some persons apply the term to the tree as it stands in the woods, while others restrict the name to the red heartwood only, and call the white wood "sap gum."

In lumber operations generally the custom is to use the simple name gum when speaking of this wood, and that is a proper thing to do. If the other gums or so-called gums are referred to, a descriptive term is nearly always employed, and there is small likelihood of misunderstanding. It will not be long, if the present tendency means anything, until the name "gum" in lumber transactions will mean this wood only.

### What Early Writers Said

One of the earliest writers who mentioned red gum was John Lawson, an Englishman who traveled through the southern colonies 200 years ago and wrote a natural history of the Carolinas. He spoke of the tree as follows:

"The sweet gum is so called because of the fragrant gum it yields in the springtime upon incision of the bark or wood. It cures the herpes and inflammation, being applied to morphew and tetters. It is an extraordinary balsam and of great value to those who know how to use it. No wood has scarce a better grain, whereof fine tables, drawers, and other furniture might be made. Some of it is curiously curled."

Ten or fifteen years after Lawson's travels through the South, another Englishman, Mark Catesby, wrote a valuable book on the resources of the southern country, and in speaking of red gum he said:

"The wood is good timber and is used in wainscoting, etc. The grain is fine and some of it beautifully variegated and very fit for curious work in joinery; but when wrought too green is apt to shrink and fly from its joints, to prevent which no less than eight or ten years is sufficient to season its planks. Yet the regular form and beauty of this tree deserves the regard of the curious. From between the wood and the bark of this tree issues a fragrant gum, which trickles from the wounded trees, and by the heat of the sun congeals into transparent, resinous drops which the Indians chew, esteeming it a preservative of the teeth. The bark is also of singular use to them for covering their houses, which has frequently given me opportunity of gathering gum from trees so stripped of their bark, one of which would yield a hatful of gum."

Peter Kalm, a Swedish naturalist who visited New Jersey and eastern Pennsylvania 165 years ago, wrote of red gum:

"The wood can be made very smooth, because its veins are extremely fine; but it is not hard. You can carve letters on it with a knife, which will seem to be engraved. Mr. Lewis Evans told me from his experience that no wood in this country is more fit for making molds for casting brass in than this. I inquired of Mr. Bartram [in Pennsylvania] whether he had found the rosin on this tree which is so much praised. He told me that a very odoriferous resin always flows out of any cut or wound which is made in the tree, but that the quantity here is too inconsiderable to recompense the labor of collecting it. In the southern countries the heat fills the tree with gum, but in the northern ones it does not."

### Chewing Gum

[illegible] formerly manufactured from the resin of this tree. It is not necessary to peel the trunk, as Catesby intimated, in order to secure the resin. It exudes through the bark and falls to the ground in small, hard particles, called "tears." These were collected for the manufacturer. The industry of collecting it has not yet wholly ceased in some parts of the South, but other materials from Mexico and elsewhere have largely replaced it.

## Standardizing Farm Buildings

It may be a long time before farm buildings are standardized, but the movement is in that direction. The farmer has for untold generations been following rules and fancies of his own in constructing stalls for his stock, mangers in which to feed his horses and cattle, racks for their hay, bins for their grain, cribs for corn, and so on, and many farmers will doubtless continue to do so for a long time to come. The tendency, however, is strong in the opposite course. The haphazard system which once determined the size, shape and arrangement of farm buildings is giving way in favor of order and method. Outbuildings once were scattered about the premises with no more system than autumn leaves. The residence was at the spring or well; the barn was nearby or far off, but with little regard to slope, wind, drainage, or appearance; the cribs, sheds, woodhouse, smokehouse, hogpen, ash hopper and washhouse were located without thought or purpose.

There was as little planning indoors as out in the matter of building. Horse stalls were large enough for elephants or too small for mules. Cribs were made as convenient as possible for the accommodation of rats, and the capacity of granaries and bins in bushels was measured by the rule of three, if measured at all. Space for hay in barns was largely a matter of chance, and there were often haymows in barn attics or basements so remote from all means of egress and ingress that hay was handled three or four times with pitchforks to place it where it belonged. In feeding time, there was equal difficulty in getting it out of the mow and into the racks where the horses could eat it.

This shiftlessness or ignorance is passing away. The more progressive farmers started the movement on their own premises, and worked out a number of the economic problems involved. The United States Bureau of Plant Industry has taken the matter up and in bulletin 212, which was recently issued, called attention to the unnecessary waste frequently caused by poorly planned and inadequate farm buildings. The matter is under investigation by the American Society of Agricultural Engineers also, whose chairman is E. S. Fowler of Minneapolis, Minn. The next annual convention of this society will be held in Chicago next December.

Among the topics upon which considerable progress has already been made are the following:

1—Standard plans of stalls, mangers, [illegible] in barn. These will embody the correct space units determined after a careful study of the needs of animals, sanitation and the cost of construction.
2—Tentative plans for small farm buildings, including cribs, sheds, etc., with [illegible] for convenient and cheap construction.
3—General specifications for farm framing.
4—Essentials of the farm home.

The question is of interest to the lumberman as well as to the farmer and the agricultural engineer. Standardization of mangers, racks, stalls, cribs, barn alleyways and other parts of buildings will assist the millman in cutting the stock. These parts will not be built of general lumber, with great resulting waste as in the past, but of dimension stock sawed for the purpose. Standard plans and specifications are now available for all kinds of farm buildings. They are based on units. The small building has few units, and as stalls, mangers, racks, etc., the large one has more.

The silo is doing a great deal in the way of standardization on the farm. The silo may be bought ready to set up and of the dimensions wanted. There is no reason why most of the farm buildings might not be put on the market in the same way, in whole or in part. Neither is there any reason why the location of such buildings can not be planned for convenience, in relation to one another.

# The War and the Average Man

There appeared in the September issue of System, a magazine of business, a leading editorial which carried the above title. The purpose is to analyze the competing elements which under normal conditions strive for the commerce of the world. Three of these temporarily at least have shut down and one, the United States, is open and prepared to work overtime. The editorial contains so many good suggestions that we are taking the liberty of transcribing a few for the benefit of our readers.

One keenly important point is the fact that there will be a transference to American business men not only of the demand for articles formerly supplied by foreign competitors, but for the very supplies that must be used by them. This is the very situation that will follow in this country if the European war is prolonged. It is true that certain qualifications are necessary, such as the importance of shipping, increased complexity of financing and of trade relations, but the one fundamental point stands out above all, namely, that America will be the source of the world's supply and the basis of the world's finances.

The analysis of this demand is divided by the editorial into five parts: (1) The usual American call for American goods; (2) the necessity of supplying equivalents for many of the imports normally taken from Europe; (3) the need of offering satisfactory substitutes when it is impossible to absolutely duplicate European imports; (4) the requirements of the customers of the countries at war; (5) the wants of the warring nations themselves.

Regarding the first, the editorial maintains that conditions have not been so promising for everyday American demand for many years as they are now. This assumption is based on the bumper crops, and on the greatly depleted stocks of all commodities.

The first result of any considerable renewal of demand will be the rapid purchasing of office and factory equipment in order to work at capacity. This condition insures steady domestic buying, which in turn guarantees a basic demand for new demands from abroad.

As to purchases of American goods in new foreign markets, this will be realized wherever our manufacturers can satisfactorily duplicate products heretofore manufactured and imported from other countries.

The third factor, while indirect in its effect, is immense in its possible scope. The impossibility of filling the demand for such imported articles as are impossible of duplication in this country will result in the purchase of other articles of domestic make that will act as substitutes. Any purchases of this character will be a direct increase and will not in any way affect our other lines of manufacture.

It is a well known fact that certain stages in the manufacture of American articles are carried on in separate branch factories in European points. There will now be the necessity of carrying on these processes in the home factories. This will result in new equipment, new plants and new facilities.

The customers of the three principal belligerents formerly competitors of this country will offer a tremendous field for increased foreign trade. In fifteen ports this business alone aggregates a billion and a half dollars a year. Our trade has been about one-thirtieth of this. It will now be much greater.

There have hitherto been rigid trade connections between American firms, European exporters and consumers in South America. Such portions of orders as ultimately reached America came through the European factors. This process, with which went the loss of the most acceptible part of the profit, will now be eliminated.

The last consideration is the wants of the competitors themselves. Being now practically non-productive, they must get their goods through the most logical channels. America offers to them the best opportunity for filling their demands in a hundred and one articles which they absolutely must have. Already active inquiries are coming in in innumerable lines, and those inquiries will become more and more numerous as the hostilities progress.

There are plentiful precedents for the expectation of a heavy demand under present conditions. In addition to the precedents established by similar conditions in other countries, it must be remembered that during the Civil war manufacturing output in this country surpassed that of any other previous period.

The logical tendency would be to devote our main attention to products rather than to merely reap our immediate but temporary reward from the sale of foodstuffs and other materials. Then to offset shortage in available labor resulting from the great exodus of foreigners, it will be necessary to concentrate on labor-saving devices and on organization. This will result in the creation of new machinery and new devices of all kinds, thus showing further that prosperity breeds prosperity.

Hardwood Record feels gratified in observing the many instances in which the trade and class press of the country are expressing the same views as have been expressed in our editorial pages. Our optimism has not been vacant, but has been based on a sincere and keen belief in the realism of the present opportunity. Tremendous prosperity is imminent. It will come in spite of the most rampant pessimism. It is absolutely unavoidable. However, the sane course is for the American business men to foster optimism and to foster the development of the opportunity which is every day showing more clearly and more definitely. By working with these new developments, by rendering them skillful assistance rather than showing a negative activity, the fullest possibilities will be realized.

## Danger in Certain Woods

The fact is well established that sawdust of some kinds is annoying and injurious to those who work about sawmills and other plants where the objectionable woods are used. California laurel—which is not laurel but sassafras—is not widely known, and little of it goes to sawmills; but its reputation for annoyance is well established. The odor from the freshly cut wood produces headache, especially sharp pain over the eyes. The sawdust itself may not be directly concerned. The irritation is caused by oil from the wood, floating in the air, like that from a freshly-cut onion. No permanent harm results, and the unpleasant malady ceases soon after the cause is removed.

Another California and Oregon wood is clearly injurious to persons about sawmills where this wood is cut. Sailors on vessels carrying the lumber are sometimes seriously affected. The wood is the Port Orford cedar, also known as Lawson cypress. It grows in dense forests in the vicinity of Coos bay, in southwestern Oregon. This wood was the material principally used in building Sir Thomas Lipton's yachts. The crews of mills which saw the logs cannot work continuously, but must have frequent relief or they become incapacitated. The wood is so rank with oil that it resists the attacks of ants in the Philippine Islands where cargoes are sold for building purposes.

Some oriental woods have bad reputations because of injurious effects upon sawmill workers. Satinwood's odor is pleasant enough when inhaled in small doses; but too much of it works great harm.

Walnuts of different species, but chiefly the black walnut of the United States, and eastern walnut, commonly known as Circassian are accused of serious injury to workmen who cut much of the lumber; but the reputation may not be wholly deserved. Some workers in walnut experience no annoyance.

Rosewood produces sneezing and headache among the workers. In this instance it is believed to be the finely pulverized sawdust floating in the air, rather than oil emanating from the wood, which produces the undesirable consequences.

It is said that workers in Russian mills where larch is sawed suffer from headache, sore eyes, and blindness. No complaint seems to have been made against American larch or tamarack, which is very similar in botanical characters to the European larch.

# Realizing on Rough Logs

this type would involve about twice the cost of the sawmill itself. The idea was based on the theory too that in assembling logs for transportation either on a mill-owned railroad or some other railroad the rough logs and tops would be brought in, but it would be more economical to manufacture them there with a portable mill than to transport them with other timber.

When rough logs have once been gotten to the railroad the problem of handling from there on is comparatively simple. Log rates are not only comparatively low but in some instances a special rate is made for cull stock, so it would really be cheaper to bring them into the mill when once they are at the point of railway transportation.

Often the big problem with the rough logs is that of hauling and assembling them in the woods. There are many occasions when portable mills are justified in reducing rough and low-grade logs to get out as much good material as practical and at the same time eliminate the waste and lighten the load to handle from there on. There are many types of portable mills more practical and easily available than the flat car type, and, besides, the flat car would be limited to railway territory.

To reduce low-grade logs calls for more than simply flitching them up or reducing them to lumber. They have many knots and crooks and various defects and if they are simply reduced to lumber there is still the problem of handling a product that is decidedly bulky, considering its value. This makes it burdensome to haul and expensive to ship.

The ideal portable outfit for this purpose should include rip and cross-cut saws for reducing rough logs to specific dimensions. The product of the logs should be so refined that when ready to ship it will be in the main a high-grade product that will command a good price. All the cull parts should be cut away and left in the woods.

Often the more practical solution, especially for the mill which has its own logging road, is to bring in all the rough and defective logs, thus separating them from the better grade of logs. A part of the separating can be done in the woods as the logs are skidded or piled for loading. If careful attention is given to this matter in the woods it will be little trouble to keep them separately piled on the mill yard. It then becomes a question of whether they should be handled through the main mill in the regular way or worked up with a special mill equipment installed for that purpose. Where the mill is not crowded or taxed heavily for cutting capacity it is comparatively easy to make runs of a day more or less at a time on these low-grade logs. It is readily acknowledged that it is better to segregate them and make straight runs on them than to indiscriminately mix them in with the good stock.

Whether the flitching up or breaking down into lumber or flitches is done on the main mill or on a separate and smaller mill installed for that purpose, this is really only one step in the process of realizing on the rough timber. The flitches and lumber product must be refined by reworking on rip and cross-cut saws to reduce it to as much clear stock as it is practical to get in such dimensions as are salable. Then comes the question of utilizing the low-grade part which remains, and here we find an advantage in bringing the rough logs into the mill, because it leaves this low-grade material convenient for shipping. Often it can be trimmed and shaped up and a market found for it as crating or for some use which brings a price that will justify its handling. Considerable hardwood, even in oak, is used for crating and many of the consumers of high-grade hardwood also consume large quantities of low-grade lumber of the same kind in crating. Often they get this low-grade themselves in refining common lumber to get clear stock at the factory. If the refining is done at the mill, however, there is a chance to sell this low-grade stock with the high-grade.

## Encouraging Reports From Abroad

Some hardwood lumber is being exported to Great Britain. One Memphis firm says that it has booked orders for moderate quantities during the past few days and that shipments will go forward as soon as preparations can be made to that end. For quite a while after war broke out export business was at a practical standstill. Some encouragement is taken from the fact that there is some buying in progress on the part of the English people, which suggests that business conditions are improving somewhat. Some lumber sold before the war is still being delivered, but this applies only to Great Britain, as the risk of making shipments to other countries is too extreme.

While some of the exporters who were in Europe at the outbreak of war made their sales subject to cancellation in the event war developed, others made their bookings without any provision of this character. It is apparent, however, that they are very little better off than those who sold subject to cancellation. One exporter, who made sales outright, is in receipt of a letter from one of his clients advising him that it will be necessary, owing to conditions growing out of the war, to do one of two things: Either to cancel all orders which were booked, or to hold up deliveries until such time as the buyer is in position to give instruction to let the cargoes go forward. The client in question advised that it was absolutely impracticable to accept shipments at the present time and indicated that it might be some time after the war was over before the situation would be such as to make it advisable for him to order shipments sent forward. The seller at this end of the line has his hands completely tied and will have to await further instructions from the other side before any attempt is made to carry out the conditions of the bookings already made.

The most encouraging news which has been received in Memphis for some time from the other side has come in a letter received by the Hartzell Handle Company, from J. C. Plimpton, Jr., managing director of the J. C. Plimpton Company, Ltd., of Liverpool. The writer says that except for the occasional passing of a regiment of troops, it is impossible to observe any signs of the war in Liverpool. He says that his factory and office forces have not been reduced and that they are all working the customary number of hours. He also says that orders received have been slightly in excess of the same time last year and that his firm has not in a single instance been asked for an extension of credit. He also says that food prices are normal with the exception of sugar and that conditions are a great deal better than many writers have said. The firm in question is engaged in the manufacture of handles and woodenware, office fixtures and other similar products.

Prices of lumber now being sold to Europe are somewhat below the average, but one well-known exporter said recently that there was a fair margin of profit, at least enough to justify the firm in continuing to do business. The exporter in question said that he was doing everything he could to hold his forces together and that the outlet presented in Great Britain, although far from normal in its requirements, was proving quite an assistance in this direction.

There is a good excuse for cutting wide lumber that has knots and splits into narrow stock for use, but when a man buys good wide lumber and rips it into small dimensions it sounds like a wasteful method, for he is using stock of higher value than is necessary for his purpose.

A little extra attention in placing logs on the sawmill carriage insures a bigger turnout of lumber value, and with practice this attention need not take up much of the mill's time.

# The Mail Bag

**Any reader of HARDWOOD RECORD desiring to communicate with any of the inquirers listed in this section can have the addresses on written request to the Mail Bag Department, HARDWOOD RECORD, 537 South Dearborn Street, Chicago, and referring to the number at the head of each letter and enclosing a self-addressed stamped envelope.**

### B 790—Wants Market for Hardwood Logs

New Orleans, La., September 27. Editor HARDWOOD RECORD: Because of the present war, I am unable for the present to follow my former business of exporting hardwood logs to Europe. Would like to hear from firms interested in that line. Am in position to supply the best of ash, oak, hickory, gum, poplar, holly, cherry, persimmon, dogwood and all other southern hardwood logs.

Should you be able to put me in touch with buyers of above timber, will greatly appreciate same.

This man has been given a list of firms who might possibly be in the market for his products. Others interested should address this office.—EDITOR.

### B 791—Can Supply Choice Second Growth Ash

Piqua, O., September 23. Editor HARDWOOD RECORD: We are in position to supply a limited amount of choice second growth ash and if you hear of any one, or know of any one that would be interested in any of this ash, we would be very pleased to have you refer them to us.

This inquiry speaks for itself. Any one interested should address HARDWOOD RECORD.—EDITOR.

### B 792—Wants Oak Dimension, Yellow Pine and White Pine Mill Connections

Des Moines, Iowa, September 19. Editor HARDWOOD RECORD: We are primarily a walnut dimension mill but we do considerable special dimension work in oak and other native timber that we buy up here. However, our supply is not enough to take care of our trade and we are looking for some good mill which can furnish us oak in special dimensions and also a yellow pine mill, together with a white pine mill, which are looking for representatives in Iowa.

Will very much appreciate your putting us in touch with some one who desires our business.

The concern writing this letter is entirely reliable. This should make a good connection for some first-class mill institution.—EDITOR.

### B 793—Wants Rotary Cut Poplar

East Cambridge, Mass., September 26.—Editor HARDWOOD RECORD: We would like to get a list of the manufacturers of rotary cut poplar. Will you please advise us either the names of such or give us the address of the veneer and panel manufacturers' association, so that we could communicate with them.

The necessary information will be given to readers on application to this office.—EDITOR.

### B 794—Wants Information as to Substitute for Mahogany Grown in this Country

Oneida, N. Y., September 24. Editor HARDWOOD RECORD: We are interested in securing some information relative to the best substitute for mahogany grown in this country and will appreciate any help you can give us.

The firm writing this letter is one of the biggest consuming concerns in this country and is evidently contemplating a very considerable change in its lumber specifications. HARDWOOD RECORD has recommended the good qualities of birch and gum for this purpose.—EDITOR.

### B 795—Wants to Buy Birch Veneers

New York, N. Y., September 25. Editor HARDWOOD RECORD: Could you supply us with a list of manufacturers of birch veneers?

HARDWOOD RECORD has referred this inquiry to the proper parties. Others interested should write this office.—EDITOR.

### B 796—Wants to Buy Quartered Poplar and Sound Wormy Chestnut

Philadelphia, Pa., October 1.—Editor HARDWOOD RECORD: Will you please let us have a list of shippers who manufacture 3/4, 5/4, 6/4 and 8/4 quartered poplar 7' and up wide to run 70%, 14' and 16' long. We would like, also, to have the names of some shippers who manufacture 8/4 quartered sound wormy chestnut No. 1 common and better.

We are in the market for poplar and also chestnut and would like to take the matter up with some mills if you will kindly let us have the names of some who manufacture this stock.

This is a well-rated concern and the above inquiry is bona-fide.—EDITOR.

### B 797—Wants to Buy Wire Twisting Device

Memphis, Tenn., October 3. Editor HARDWOOD RECORD: We are interested in finding a crating tool built on the order of a "Yankee" screw driver. It is used for twisting wires taut and we have learned that there is such a tool on the market, but can not find an ad for it in any of your publications. Can you refer us to any firm manufacturing such a thing?

HARDWOOD RECORD has recommended one contrivance doing this work and would appreciate it if any of our readers having information of an efficient machine would write us to that effect.—EDITOR.

### B 798—Wants Names of Dealers or Importers of Mexican Hardwoods, Particularly Ebony

Houston, Tex., September 30. Editor HARDWOOD RECORD: Please send me a copy of your paper, and can you also give me the names and addresses of any hardwood dealers or importers who might be interested in Mexican hardwoods, particularly ebony.

This correspondent has been given the names of concerns using this line of stock. Others interested should write HARDWOOD RECORD.—EDITOR.

### B 799—Wants to Buy ¼" Thick Single Ply Basswood Veneer

Dallas City, Ill., October 1.—Editor HARDWOOD RECORD: We are in the market for about 1,000 pieces ⅛" thick single ply basswood veneer about 7"x27". We would like to get these boards curved to a radius of about 9", having the curve run across the width of the board. We will appreciate quotations on the above stock.

We expect to use these panels for the riser boards on our buggy boots. The buggy boot is used to cover the rise of the body and back of the seat.

Any one interested in this inquiry can have the name and address of the above concern on application to HARDWOOD RECORD.—EDITOR.

### B 800—Wants Southern Basswood and Poplar Cut to Dimension

Wyandotte, Mich., September 21.—Editor HARDWOOD RECORD: We have been advised by the Stearns Salt & Lumber Company of Ludington, Mich., that you would be glad to insert in your paper the fact that we are in the market for a number of carloads of southern mountain basswood or poplar, cut to dimension. We would use this dimension stock in widths from 6" up and in lengths from 28" to 44". We would want good clear stock, plump four quarter thick when dry, no waney edge and all end trimmed, discoloration would not be a defect provided there was no dote.

We will be glad to get in touch with any of your readers who will be in position to quote us on such stock.

This inquirer is a well-rated consuming firm and southern concerns who are in position to furnish this stock will probably find the sale desirable.—EDITOR.

### B 801—Wants Prices On 5/16" Veneer for Can Boxes

Chicago, Ill., October 1.—Editor HARDWOOD RECORD: We are interested in getting prices on veneer 5/16" thick. We are contemplating making can boxes from this material. We would furnish the ends and buy the sides, tops and bottoms which would be made from veneer, outside. We have nothing definite on this proposition but we want the above information with a view to our going into this additional line of business.

This is a first-class concern and the inquiry should prove an excellent opportunity for business.—EDITOR.

### B 802—Wants to Buy Dimension Stock in Maple, Beech, Birch or Ash

Piqua, O., September 28. Editor HARDWOOD RECORD: Please advise if you can place us in touch with manufacturers of dimension stock. We are buyers of dimension stock in maple, beech, birch or ash.

### B 803—In the Market for Fancy Woods

Pineora, La., October 1.—Editor HARDWOOD RECORD: We are in the market for ebony, mahogany, holly and thin hardwood.

This inquiry is rather vague, but HARDWOOD RECORD will give readers the necessary information making it possible to get a more specific idea as to just what is required.—EDITOR.

### B 803—Wants Market for Clear Holly Timber

[illegible]

### B 805—Wants Connection With Spruce, Hemlock and Maple Flooring Manufacturers Who Can Ship to the East

[illegible]

This inquirer has been given a list of manufacturers in these [illegible]

### B 806—Changes Name

[illegible] In order to identify ourselves more closely with the locality in which our baskets are manufactured, and especially with the trade name "Milwaukee Basket," with which certain of our highest grade baskets have been labelled for many years, we have changed our name from the Conant Basket Company to the Milwaukee Basket Company. This change is one in name only and does not affect the ownership or organization of the [illegible]

## *Clubs and Associations*

### Postponement of the American Forestry Association Meeting

Secretary F. S. Riddsdale of the American Forestry Association announces that owing to the coal and the National Conservation Congress has decided not to hold its annual meeting at New Orleans, November 10-14, as scheduled, the meeting of the board of directors of the American Forestry Association, which was to have been held at New Orleans on the same date, has been postponed, and will take place at the annual meeting of the association in January.

### Logging Association Meeting

Answers are coming into the secretary's office of the Southern Logging Superintendents' Association to 223 questions relating to problems in the woods. These answers will be compiled for the annual meeting of the association, which will be held at the Hotel Grunewald, New Orleans, October 26, 27 and 28. The program is beginning to take shape. J. B. Baker, of the Pelican Lumber Company, Ruston, La., president of the association, is working on a symposium relating to skidding operations. C. P. Myer, assistant general manager of the Kirby Lumber Company, Houston, Tex., who is vice-president of the association, is also at work on some features that are not developed sufficiently to be disclosed. A. F. Potter, acting forester of the Forest Service, is preparing a paper on a practical logging subject. There will be a department of home made devices. First aid, accident prevention, and welfare work will also be discussed.

Dr. W. H. Dalrymple, who has the chair of veterinary science at the Louisiana State University, Baton Rouge, and who is veterinarian to the State Experiment Stations is preparing a paper on the feeding of horses, mules and oxen employed in logging operations. This paper will give a number of rations and their comparative cost. There will be sections for pine men, hardwood men, and cypress men where the methods and costs on their various problems will be discussed. This meeting promises to be the most interesting and practical of the association. Managers are invited to attend and to be sure to send their logging superintendents.

### Lumbermen's Day at San Francisco

September 9, 1915, has been selected as lumbermen's day at the San Francisco Exposition. That date is likewise California's day, which will be observed in celebrating the admission of the state into the Union. The Hoo-Hoo house promises to be one of the attractions at the great fair, and will be the headquarters of lumbermen who attend. The Pacific coast is building this house for the purpose of entertaining their business associates from all parts of the United States.

### Memphis Club Meets

A record breaking number of members of the Lumbermen's Club of Memphis attended the meeting of that body at the Hotel Gayoso, Saturday, October 3. They believed that, owing to the absence of J. D. Allen, president, Ralph May, the brilliant first vice-president, would be in the chair. They were very much disappointed, however, to find that Mr May did not show up. Some of his friends said that he was sick, but [illegible] suffering from "cold feet" because he was called upon to preside over the meeting of the club. Frank Smith, second vice-president, was also absent. As this exhausted the regular succession, it was necessary to select a presiding officer and the unanimous choice was Jno. M. Prichard, a former president of the club.

[illegible] These were approved by the latter and will be voted upon at the next regular meeting of the club. Two active members, previously approved by the membership committee, were elected: Walker L. Welford, secretary of the Chickasaw Cooperage Company, Memphis, and Curtis Dewey, of the Chapman-Dewey Lumber Company, Marked Tree, Ark.

D. K. Jeffris, of D. K. Jeffris & Co., Chicago, was present and discussed business conditions. He said that he was bound to admit that there was very little being done at present, but that the outlook was somewhat more reassuring. He expressed the belief that, if there were any time soon a decided victory in the European war, it would be immediately followed by a resumption of activity in the entire hardwood lumber industry, particularly in the United States. The firm with which Mr. Jeffris is connected operates a large mill in Louisiana which caters exclusively to the European trade. He said that the war had already taught him and his associates a valuable lesson on the unwisdom of putting all of their eggs in one basket. He declared that in future every mill which his firm operated would have connections in both American and foreign markets, so that the stoppage of one branch of the business would not put it entirely out of commission.

T. H. Sampson of New Orleans spoke briefly on the creosoting of gum. He explained his process and declared that, by means of this, he was able to color sap gum in the log so that it would match red, thus making it possible to treat the entire log into red gum lumber. There is some question in the minds of members of the trade here regarding the desirability of increasing the supply of red gum in this way to the exclusion of sap gum, as it is frequently the case, as at present, that sap gum is more actively wanted than red. Mr. Sampson claims for his process that it eliminates warping and cracking, and it was conceded by all present that if these objects could be accomplished by the process, then it was truly a commercial one and well worth the attention of the trade. There is more gum timber in the Mississippi valley than any other kind of wood, and, because of this fact, lumbermen here take an active interest in every propostion that is calculated to add to the value of this lumber in any way.

### Meeting of Cincinnati Club

The regular monthly meeting of the Lumbermen's Club of Cincinnati was held Monday night, October 5 at the Hotel Gibson. Quite a large membership was present. Following the usual dinner, President Schmidt called the meeting to order, stating that he had extended an invitation to the National Hardwood Lumber Association to hold its convention in Cincinnati next year. Further efforts will be made to secure this convention.

W. J. Eckman, chairman of the river and rail committee, stated that the club's protest made by his committee against increase in freight rates covering gum and cottonwood, also other hardwoods, had borne fruit as it is notified by the Interstate Commerce Commission that the rates were suspended until January 28.

For some time there has been talk of changing the club's meeting time from evenings to afternoons, and J. A. Zoller presented a resolution to amend the constitution to read that the club meet on the second Saturday of the month at noon instead of the second Monday of the month in the evening.

A movement has been on foot for some time to establish a traffic branch in the Lumbermen's Club and this was brought to a head at this meeting when a committee consisting of W. J. Eckman, E. J. Thoman, Geo. Hand, J. R. Davidson and E. O. Robinson were named by President Schmidt to devise ways and means and to inquire into the feasibility and practicability of establishing such traffic branch and to report their finding at the next meeting.

After the business had been concluded, Hon. Nicholas Longworth was introduced as the speaker of the evening. Mr. Longworth spoke on tariff economics. He used many figures showing comparisons proving his claims that the business of the country is suffering on account of the present tariff law. He declared himself in favor of a protective tariff, only not favoring a high tariff, merely sufficient to cover the difference in cost of foreign labor and American labor. The talk was interesting and instructive.

### Board of Governors Meets

A meeting of the board of governors of the National Lumber Manufacturers' Association was held at the Congress hotel, Chicago, Tuesday, October 6, and the entire day was spent in discussing many matters of importance to the entire lumber industry. The associations affiliated with the national organization were well represented, and action was taken upon a number of matters which will bring direct results.

The financial affairs of the association were presented by the secretary, and it developed that because of the reduced production of lumber by the members of the affiliated associations the revenue of the association will be considerably curtailed. It was thought necessary to make an appeal

to individual lumber manufacturers for financial support of the work being done by the association, and contributions for this purpose will be solicited. A few years ago, term and life memberships in the national association were given to the individual lumbermen for personal contributions to the treasury, and a similar plan is now proposed.

It was exceedingly gratifying to the governors to learn that the National Lumber Manufacturers' Credit Corporation paid off its indebtedness October 1, when the last of the bonds which were originally issued were redeemed. The credit corporation has made substantial gains during the past year, and it is planned to enlarge the work with the surplus which will be available during the coming year. The assets of the corporation are now conservatively fixed at $50,000. The annual meeting of the National Lumber Manufacturers' Credit Corporation will be held in Norfolk, Va., October 14.

The affairs of the Forest Products Exposition Company were fully reviewed, and as a surplus of about $9,000 was shown by the financial report, it was decided by the governors, who constitute the board of directors of the exposition company, to retain this money in the treasury for the purpose of promoting another exposition of forest products when conditions are favorable. It was suggested that if possible this should be undertaken in 1915.

The study of the lumber industry now being made jointly by the Forest Service and the Department of Commerce was discussed, and it was the sense of the governors that this is the first effort ever made by the government to ascertain the facts concerning the lumber industry as a whole, and report them to the public. The governors expressed the desire that the lumbermen generally cooperate with the agents of the two departments of the government mentioned, in furnishing them the information they want.

Dr. Hermann Von Schrenck, technical engineer of the national association, explained fully the work which he has been doing looking toward the adoption of a standard test for materials for rendering wood fire-resistant, and his conferences with the American Society of Testing Materials, the National Fire Protection Association and other similar organizations in which he represents the interests of lumber.

There was much discussion of transportation matters, especially the present freight rate situation, and regret was expressed that the Interstate Commerce Commission, in its recent decision of the five per cent rate case, has seen fit to advance lumber rates, while not advancing rates on the principal competitive materials of lumber, viz., cement, brick, plaster and stone. It was decided to submit a formal protest to the Interstate Commerce Commission, pointing out this discrimination against lumber.

Considerable time was devoted to the discussion of the establishment of an inter-insurance institution to be conducted under the auspices of the national association, and the president was requested to appoint a committee of interested members to formulate a definite plan, with power to put the same into effect. General interest is expressed in this movement by the lumber manufacturers, who quite generally express their intention of supporting it. Arrangements were made for adequately financing the preliminary work, and the committee will meet in the near future to inaugurate it.

The secretary stated that the printed report of the annual meeting held in May had not been printed and distributed, as ordered, because of lack of funds. Arrangements were made to finance this expense, and the report will be printed immediately, and widely distributed. The report will include the addresses upon the subject of the "Merchandising of Lumber," delivered at the meeting.

# *With the Trade*

### A Progressive Hardwood Concern

HARDWOOD RECORD takes pleasure in presenting to its readers a brief review of one of the most progressive hardwood concerns in the northern country. The Steven & Jarvis Lumber Company of Eau Claire, Wis., may be truthfully called aggressive as well as progressive. This company was organized in 1907 with a capital stock of $30,000 with a view of transacting a wholesale hardwood lumber business. Since its inception it has been successful and has grown to be a large factor in the hardwood business of the northern territory. The company has purchased and owns standing timber in Wisconsin and several mills are cutting for it. In addition to cutting and marketing its own timber the firm purchases the complete cut of a number of northern hardwood mills. The lumber is shipped direct from one of its several mills.

J. D. R. Steven, the president of this company, was born in Campbellton, New Brunswick, in 1872. He attended the grammar school at Campbellton, and his first connection with the lumber business was at New Castle, New Brunswick. He came to Eau Claire in the fall of 1889, and from office boy at the Davis & Starr Lumber Company of that city he gradually worked his way to the position of its general manager. At the present time he not only represents the Davis & Starr Lumber Company, but also represents the W. J. Starr Timber Company, and other interests.

Mr. Steven handles the office end of the Steven & Jarvis Lumber Company's business.

Arthur Jarvis, vice-president of the Steven & Jarvis Lumber Company, was born in Greenville, Mich., in 1871. He completed the high school course at Greenville, Mich. In 1893 he entered the lumber business at Petosky, Mich., and for years inspected and graded lumber at Cadillac, Mancellona and Traverse City. In later years he became associated as traveling representative for the Wolverine Cedar & Lumber Company and subsequently the Mason-Donaldson Lumber Company. During the twenty-one years he has been actively engaged in the lumber business he has acquired a thorough knowledge of timber from the stump to the finished product.

### Chattanooga Firm Places Large Order Abroad

Predictions of prominent Chattanooga business men that the European war "would blow both hot and cold on our city in the same breath" are coming true. A number of large orders have been received in the last few days from belligerent countries, among them being very important ones for some of the lumber concerns. The one received by the G. H. Evans Lumber Company, of Chattanooga, is of peculiar interest, not only on account of its specifying a timber which is rapidly becoming scarce in the United States, but because some of the material will be used for a war implement that has never been used in military operations to any extent, until the present struggle across the waters.

Walnut for aeroplanes and gunstocks has a decidedly warlike sound in these days of even strictly censored dispatches from the front—in fact, the words are a veritable echo of the terrible struggle in the throes of which leading nations of Europe are struggling. The G. H. Evans Lumber Company finally landed the order involving $12,000, after a number of other concerns of this country had admitted that they could not fill it according to the specifications of an English purchasing agent.

Mr. Evans' comment on the order is interesting. He explains that walnut is especially adapted as a material for aeroplane manufacture because it will not warp, swell or decay, and when well seasoned possesses great strength. Four pieces of walnut, 9 inches wide, 1¼ inches thick, and 9 feet long, are used in each war aeroplane. These pieces, he says, must be thoroughly seasoned, all black wood, and free from knots. Although walnut sold at Chattanooga twenty years ago at $65, the supply has decreased to such an extent that this consignment for England brings $155 per thousand. East India teak is claimed to be the only substitute for walnut for aeroplanes, but it cannot now be obtained.

Walnut ordered for gunstocks is also specified in an uncommon size. The British order calls for pieces 2½ inches thick, 8 inches wide, and 6 feet or more in length.

The Evans company also very recently made a considerable shipment of poplar to England, the material being for military purposes—army and navy mess tables. The order required boards two feet wide, so that splicing would not be necessary.

The Southern Saddlery Company, of Chattanooga, has received a very large order from England for cavalry saddles and artillery harness, which will necessitate adding to the working force of the plant with the view of completing the order by January 1.

The Shelton Flour Mill has just shipped 2,000 barrels of flour to Rotterdam, and has more foreign business on its books.

### Long-Knight Lumber Company Manufacturs Circassian Walnut

A representative of HARDWOOD RECORD visited the plant of the Long-Knight Lumber Company, Indianapolis, Ind., recently and found Mr. Knight busily engaged in cutting up as fine a lot of Circassian walnut logs as ever came across the water. This being a distinctly new department for this concern, the representative of HARDWOOD RECORD asked a few questions as to the "whys and wherefores."

Mr. Knight replied that the company has been getting considerably into the manufacture of veneers within the last couple of years, but up to now had operated mainly in mahogany. He stated, however, that owing to the trouble abroad the available supply of Circassian walnut logs is practically exhausted and he was fortunate in securing a particularly fine lot of about 250 logs, which are all now in Indianapolis and being rapidly converted into high-grade veneers. Mr. Knight claimed these logs were first-class in every particular and this fact is substantiated by the veneer which is coming from the machines.

This investment seems to be a reasonably safe one as it will be a considerable period before any further supply of Circassian walnut logs will be available.

### Franck-Philipson & Company Expands

Franck-Philipson & Co., Peoples Gas building, Chicago, owners of the new wood bleaching process, which has had such an extensive demand since the Forest Products Exposition, announces that it has been necessary to reconstruct the company in order to meet the increasing demand for the process in the hardwood market.

The members of the new board of directors are A. Franck-Philipson, president (re-elected); Henry Kleine, president of Henry Kleine Company, secretary and treasurer; Otto F. Sholz, assistant secretary and treasurer; Judge Axel Chytraus and H. Franck-Philipson.

Offices will soon be established in New York and San Francisco to take care of the eastern and western trade.

### Oklahoma Planing Mill Reopened

The Mechanics Planing Mill, Muskogee, Okla., was reopened a few days ago under the management of J. P. Wheat of Vinita. The Commercial Club of Muskogee took the matter up with Mr. Wheat some time ago and he was eventually induced to go to Muskogee.

### New Furniture Factory in Illinois

### Talk Plan Will Be Continued

### Buys Woodworking Company

### Will Develop Northern Cutover Lands

### It All Thought This What a Difference It Would Make!

which Hardwood Record takes pleasure in publishing herewith. Considering that the present conditions, as far as our domestic markets are

appreciated that if every one felt as Mr. Jones (as they should) a very different thought would be evident throughout the entire business fraternity of this country. The letter follows:

A pessimist—One who chews his quinine pills.

pression? It's all right to be conservative, but this crawl-in-the-hole-and-pull-the-hole-in-after-you spirit gets you nothing.

Sit tight and don't rock the boat" is mighty good advice, but that's no reason why you should worry yourself sick for fear the planking will come off, and you'll go to the bottom.

Believe me,' this good ship "Business" is in fine condition. We are doing a better business today than we were doing August 1; and November 1 we'll be doing better than we are now—that is, if you and I and everyone else keep on rowing—forget that this war is having any other effect on us but to spur us to greater effort.

us in a lot of other ways. Let's take what He's given us and be thankful, and go out and PLUG!

Let's be like that original optimist, Mr. Smiley-Glad, who, having fallen from the tenth story, waved his hand as he passed each floor, shouting, "All right so far!"

Yours for more Optimism.

### Big Car Ferry Launched

The big ocean ferry boat, "Henry M. Flagler," which is the first of several boats to be built for the Florida East Coast Railway, was launched from the yards of the William Cramp & Sons Ship and Engine

The boat will have a capacity of thirty of the largest freight cars loaded. It will be capable of making the trip between Key West and Cuba, a distance of ninety-six miles, in eight hours. The cars will be carried on four tracks on the main deck. The vessel will be fitted with an electric plant and two tanks to carry molasses.

The boat is the largest of its kind in the world and was christened by Miss Florence Marie Beckwith, daughter of J. P. Beckwith, vice-president of the Florida East Coast Railroad Company.

### With the Memphis Mills

Inquiry here develops the fact that there is still further curtailment in hardwood lumber circles. The policy of closing down mills as soon as the timber already cut has been converted into lumber is being closely followed, and this results in the shutting down of another mill here and there almost every day. It was recognized in the beginning that this process would be gradual and long drawn out, but results have been highly pleasing to members of the trade. It is estimated on good authority that the output here is not more than from fifteen to twenty per cent of normal, and that about the same proportion holds good for the entire Memphis territory. In the meantime, it is estimated that demand is somewhere in the neighborhood of twenty-five per cent of normal, with the result that stocks of lumber are decreasing rather than increasing, thus lightening the load which lumbermen have been forced to carry since the war broke out. These figures, in both cases, are approximate, but they represent views of some of the best posted men in the hardwood lumber trade in this section.

R. J. Darnell, Inc., shortly after the war began, closed down its mills at

only one side of the mill at Batesville is in operation at present. This firm is doing a little logging as occasion arises, but is not attempting much along this line, as indicated by the fact that it is working only about one-fourth of its capacity.

some timber already cut which is being converted into lumber, but it is also doing a little logging, and will continue this policy until it has

it is more than likely that this company will discontinue operations until conditions have very much improved.

The only mill in Memphis which is working on double time is that of

had a very large amount of logs out when war developed and it has been busy converting these into lumber. It is estimated that this work will be completed within the next three or four weeks and at the end of that time the policy of the company will be governed by conditions then obtaining.

While there is a little hand-to-mouth logging under way, operations along this line have almost altogether ceased. As evidence of this fact, it is stated by a well-known lumberman here that, whereas last year there were some 40,000,000 or 50,000,000 feet of logs awaiting transportation between Memphis and Leland, Miss.; the amount this season is less than 500,000 feet. Last year, at this time, logging operations were in full blast in order that an adequate supply might be prepared for the winter and late spring. This year they are at a practical standstill. This fact, in itself, will have a most important bearing on the amount of lumber produced in this territory when operations are resumed. There is no indication of the latter developing until there has been a most decided change in market conditions and in the general business situation.

### Memphis Lumbermen in Commendable Role

It is a well established fact that war entails much sacrifice and nobility of spirit, but few instances in proof of this fact come to light. It is learned at Memphis, however, that a prominent hardwood lumber exporter recently made an offer to one of his friends in Belgium to take care of three children of the latter, being three daughters and one son, until the war in Europe is over. He not only agreed to do this, but offered to meet the children at New York and see them safely to his home in Memphis, where they were to be taken care of without charge until such time as conditions were suitable for their return to their home. The offer has been declined by the father of the children because the latter thought that if their parents had to remain in the war zone, their duty was there also. The son has already entered the Belgium army and the daughters are serving as nurses in the army hospitals. The mother is engaged in distributing food among the poor and in otherwise helping to care for the needy. In writing to express his very great appreciation of the offer made by his Memphis friend, the father said that conditions were improving somewhat from a financial standpoint, but that business was at a practical standstill, and that probably heavy losses would result. He pointed out that there was no possibility of securing indemnity from any source. He also called attention to the fact that over half of his creditors would incur enormous losses resulting from the war and would not be able to pay their indebtedness in full, so that the outlook was not particularly bright from the standpoint of the writer. He has a well established business in Belgium. He writes that the war is more horrible than can be described. He further asserts that indications point to a long continued war, since the plan of Germany for pushing to Paris, investing that city and then repelling the Russians has gone awry.

### More of the Right Kind

C. H. Pearson, 20 Broadway, New York City, handles foreign and domestic woods and incidentally gets a great deal of pretty accurate information as to just how the consumers of these lines are feeling. Mr. Pearson gets out a great deal among the trade and his analyses of conditions are based on first-hand information and on his ability to understand what he sees and hears. Mr. Pearson has recently written Hardwood Record as follows:

There are times that I may be over-optimistic, but I cannot under the present conditions be other than optimistic for the near future.

I visit continually the manufacturing centers of the East and the West, and I have just returned from a short visit in the East, and discover among many of the manufacturers quite an increase in their business over a month ago. The furniture line must be exceptionally busy, judging from the vast amount of orders in the hands of manufacturers of casters, which are used on practically every piece of furniture made. There are now orders for immediate delivery of something over 1,000,000 casters, and as there are four casters to practically every piece of furniture, it is an indication that business in this line is on the improve.

The manufacturers of hardware tools likewise are very busy, the export trade having materially improved, due to the renewed facilities for shipping and banking, but there are lines which are unusually dull; but, taking the situation on the average, I conclude that we are, as a nation, enjoying an unusual percentage of the manufacturing demand, taking into consideration the present unsettled conditions throughout the world, and I can but forecast in the very near future a great increase in every and all lines of manufacture.

There has been an unusual demand for Circassian walnut, and stocks have been arriving quite freely from England, to take the place of the stocks which have been exhausted on this side.

The trade for ebony has continued good, and arrivals seem to be sufficient to meet the requirements. There are heavy stocks in New York of mahogany of Santo Domingo, Cuban and Mexican origin, which can be had at somewhat reduced values, the demand for which has been materially reduced during the past few months, and I know of no better time than the present for manufacturers and dealers to take in what stocks they may be requiring for the near future.

There is an increased demand for lignum vitae, and the market is readily absorbed of all fresh arrivals. The uses for this wood have greatly increased during the past six months.

### Philadelphians After Foreign Trade

At a meeting of prominent business men recently at the Adelphia hotel, Philadelphia, Pa., a committee comprising fifty-five members to be known as the Foreign Trade Committee of Philadelphia, was organized for the purpose of pursuing ways and means to secure for this city its share in the Latin-American trade, which the European war has made feasible for this country. The interests which the committee represents are hardware, lumber, locomotives, agricultural implements, saws, street cars and many others. The committee is proceeding with the utmost caution and discrimination, and to facilitate matters sub-committees have been appointed to consider nine essential subjects upon which they will report at the next meeting. The subjects are as follows:

Latin-American trade convention in Philadelphia; a plan to attract foreign buyers to the city.

Adoption of some system for keeping informed regarding business men from abroad who visit the United States, for the purpose of inducing them to come to Philadelphia, with the possibility of a New York office or head quarters to keep in touch with foreign visitors.

Trade expedition of Philadelphia business men to South America and the possibility of using this means to extend invitations to a convention in Philadelphia.

Establishment of Philadelphia information bureau in some of the largest commercial centers in Latin America, the principal work of this bureau to be to become acquainted with and secure the confidence of importing houses and the larger merchants, and to carry a full line of catalogues and other similar literature of Philadelphia manufacturers.

A study of the raw products of South America with a view to finding a larger market for them among the manufacturers of Philadelphia, to gather with a plan for ascertaining what South America has to offer that may be used by Philadelphia manufacturers.

Direct shipment from Philadelphia. Ninety per cent of the manufactured goods which Philadelphia exports are sold or shipped through New York, sending tribute in New York to bankers, drayman, forwarders, etc.

Agreement upon some common method for meeting the demand for long credits in South America. A compromise between what foreign buyer are accustomed to receive and what Philadelphia is accustomed to give.

Advisability of adopting a local trade mark and consideration of possible advantages and disadvantages.

Group combination of allied but noncombating manufacturers to push foreign trade.

Alba B. Johnson, a member of the National Export Trade Association and head of the Baldwin Locomotive Works, advised against hasty and hysterical efforts to establish trade relations with South America.

Director Norris of the Bureau of Docks, Wharves and Ferries, recommended to the other members of the committee to co-operate with other cities in order that the movement may become national.

### A Venerable Oak

An oak log, said to be 1,000 years old, has reached Chicago and will be made into pianos by the Cable Company. The oak was purchased from the estate of the Duke of Portland, in Nottinghamshire, England, by T. R. Williams of London, and was imported by I. T. Williams & Sons of New York. The tree was long known as the Robin Hood oak, because of a tradition handed down through the centuries that Robin Hood hid some of his plunder in the tree.

### Theodore Brent Offered Position

Theodore Brent of Chicago has been tendered the position of general manager of the New Orleans Joint Traffic Bureau, which is supported jointly by the New Orleans Board of Trade, Association of Commerce, Cotton Exchange and Steamship Association. It is understood that the position carries with it a salary of $6,000 a year.

### Charles H. Stotz Dies

Charles H. Stotz, president of the Falls City Lumber Company, Louisville, Ky., died at Louisville on September 23. Mr. Stotz had been ill for some time and his death was not unexpected.

He had for years been prominently connected in hardwood circles, having been with the Louisville Lumber Company up to the time that concern failed, and later with the A. Z. Haas Lumber Company. He later formed the Falls City Lumber Company and had been operating that concern since.

### Death of Mrs. McLeod

On Monday, September 26, Mrs. Katherine Langely McLeod, wife of Murdock McLeod of the Oconto Company, died at her home in Chicago. Funeral services and interment took place on the following day, interment being at Oakwoods cemetery. Besides her husband, a son and daughter survive.

Mr. McLeod's loss is very keenly felt by all of the Chicago lumbermen, as he is a popular and highly respected member of the Chicago trade. He served two successive years as president of the Lumbermen's Association of Chicago, and while in office instituted a number of excellent measures.

### To Push New Orleans as Seaport City

Oak and other hardwoods have been booked by A. H. Clement & Co., forwarding agents, for the Luckenbach steamer "Pleiades," which is due to dock at New Orleans November 7 from E. San Pedro, San Francisco and Oakland, Cal., via the Panama canal.

New Orleans will have to furnish a return cargo for the "Pleiades," else the steamer cannot return direct to San Francisco, but will complete her cargo at New York. The Peruvian Steamship Company has also offered to send its ships through the canal to New Orleans with the assurance of return cargoes. Therefore, the exporting and importing interests of New Orleans are seeking an alliance with the big manufacturing and industrial centers of the Central West. A large delegation of representative Orleanians has just returned from Chicago, which has pledged her support to New Orleans for foreign trade expansion; and a conference of all Mississippi valley interests is to be called by the New Orleans Association of Commerce, the Chicago Association of Commerce, the Illinois Manufacturers' Association and the Illinois Bankers' Association.

Plans are now under way to form a large trading corporation, which will represent Mississippi valley banking, railway, steamship, exporting and importing interests; and some of the most prominent bankers and business men of Chicago and New Orleans are behind the project. New Orleans feels that she should be the warehouse for all freight moving out of the Mississippi valley to Spanish-America. She is not only nearer most of the manufacturing centers of the Central West than is New York, but she is nearer to all of the Spanish-American countries bordering the Gulf of Mexico and Caribbean than is New York—and is several hundred miles nearer the Panama canal than is New York. But she must have the freight in order to demand the rates, and this is the impelling motive that sent her strongest men to Chicago to plead her cause.

## *Pertinent Information*

### Good Prospect for Favorable Settlement of Memphis Rates

J. H. Townshend general manager of the Southern Hardwood Traffic Association, is in receipt of advices from the Interstate Commerce Commission at Washington announcing the suspension of the proposed advances of from 18½ to 33½ per cent in rates on hardwood lumber, with particular reference to cottonwood, gum and oak, from Memphis and points in Mississippi and Louisiana to Ohio river crossings. These were to have become effective from October 1 to October 4, but they have been held up until January 28, 1915. This will give the officials and members of the association, as well as those of other organizations participating in the opposition to the advances, time to make a strenuous fight before the commission and it is quite apparent that they are fully determined to improve this opportunity to the utmost.

One general meeting of the membership of the Southern Hardwood Traffic Association has already been held here, as reported in the last issue of the HARDWOOD RECORD, and it is announced that there will be another meeting of the board of governors of this organization the latter part of this week to take further action in connection with the opposition to the advances in question. Members of the association are jubilant over the postponement of the proposed increase in rates because of the opportunity given them to get back at the railroads and because of the tremendous saving that will be effected on business already on their books. Lumber was sold some time ago to northern and eastern markets. This has not all been delivered, and, if the rates had gone into effect as per the original plan of the carriers, every firm having such business on its books would have suffered more or less loss in connection with the higher rates, as such sales were all effected on the old instead of the new tariffs.

There is no denying that the hardwood market is in rather unsatisfactory shape, especially from the standpoint of demand, and lumber interests are glad of an opportunity to seek to sell in the northern and eastern markets on something like an equitable basis. They want all the outlets they can command under present conditions and they realize fully that they would have these outlets absolutely closed against them if the higher rates were allowed. This is one of the strong arguments they will make before the commission when the subject comes before that body for a general airing.

The association has had very little to say so far regarding what plans will be adopted. It is known that these have been discussed in a general way and it is known that the most vigorous opposition possible will be undertaken. Data is already being prepared for use and in a few days J. H. Townshend will give out a list of those who will enter the fight. It is known that the condition of the lumber market at present will be emphasized as a reason for the inopportuneness of any advance at the present time, and it is further known that stress will be laid upon the position in which gum will be placed in its competition with fibre and other material.

Lumber interests are disposed to resent the singling out of their commodity for such a radical advance and everything that can be legitimately done to defeat the higher rates will be given careful attention at the hands of the association.

### Suit to Be Instituted on Southern Rates

A petition, filed with the Interstate Commerce Commission the latter part of June, will come up for hearing at Memphis October 28. It is styled the VandenBoom-Stimson Lumber Company et al. vs. the St. Louis, Iron Mountain & Southern Railroad, and through it a reduction of

### Revival of Mexican Business

nage of the Texas and Pacific Railroad, states that through sleepers will be run to Torreon, Mexico, following a meeting of the directors of the National Lines of Mexico on October 7. These lines were confiscated during the late revolution, and much of the track, bridges and equipment time indemnify the stockholders for the losses sustained, but the lines will of necessity be operated on a small scale until repairs are made and new equipment procured.

The dealers seem to be reluctant to go into Mexico, considering the chaos that has existed in the republic for several years, but with the resumption of railway service it is believed that there will be a heavy movement railroads have declined to permit their cars to cross the border without a government guaranty of their return, but with the transfer of the Mexican and traffic force formerly in charge, this barrier will be removed.

### Hardwood Distillation Experiments

The Forest Products Laboratory at Madison, Wis., has prepared and the Forest Service has published Bulletin 129, giving the results of a series of experiments with the destructive distillation of certain hardPalmer. The chief interest in this publication will be taken by those engaged in hardwood distillation. The work is somewhat technical, but the layman can understand it. It gives the yield of several kinds of woods, and those from different regions are compared. The principal woods considered are beech, birch, and maple, but figures are likewise given for chestnut, oak, red gum, hickory, and tupelo, which are not usually regarded as distillation woods. Chestnut is lowest in value, tupelo is next, and red gum falls somewhat below oak. None of these woods measures with beech, birch, and maple. Hickory's yield of alcohol is above that of any other wood tried in the experiments, but is not above in other distillates.

### Statement of Ownership and Management

Agreeable to the act of Congress of August 24, 1912, requiring publishers of periodicals to file with the postmaster-general and the postmaster in the office at which such publication is entered, a sworn statement, setting forth the names and postoffice addresses of editors and managing editor, publisher, business manager and owners, and in addition the stockholders, if the publication is owned by a corporation, and also the names of known bondholders, mortgages, or other security holders, and that such sworn statement shall be published in such newspaper or other publication, the following statement is herewith printed:

HARDWOOD RECORD is published twice a month at Chicago, Ill.

The names and postoffice addresses of the editors are as follows:

Editors: E. H. Defebaugh, 537 South Dearborn street, Chicago, Ill.; E. W. Meeker, 537 South Dearborn street, Chicago, Ill.

E. W. Meeker, Managing Editor, Chicago, Ill.

Hu Maxwell, Technical Editor, 927 Asbury avenue, Evanston, Ill.

Business Managers: E. H. Defebaugh, E. W. Meeker.

Publisher: The Hardwood Company, 537 South Dearborn street, Chicago, Ill.

Owners: The Hardwood Company, 537 South Dearborn street, Chicago, Ill.; E. H. Defebaugh, 537 South Dearborn street, Chicago, Ill.; Estate H. H. Gibson, 537 South Dearborn street, Chicago, Ill.

There are no known bondholders, mortgages and other security holders holding any bonds, mortgages or other securities of this company.

E. H. DEFEBAUGH, Editor.

Sworn to and subscribed before me this eighteenth day of September, 1914. J. S. PENNINGTON, Notary Public.

My commission expires October 24, 1916.

### Government Purchases of Hardwoods

On September 1 the government opened its divisional purchasing to bids for material for naval construction and repair work. Its present requirements include a large amount of hardwood lumber of various kinds, for the grading of which the latest rules of the National Hardwood Lumber Association are stipulated. Full information on the subject can be had by addressing Bureau of Supplies and Accounts, Navy Department, Washington, D. C.

### A Freak Growth

them. The tree itself is two and a half feet in diameter and each of the rails sticks through on either side and has not yet been decayed in the

### Report from Liverpool

Under date of September 14 a Liverpool timber house sent out a circular letter which has just been received, and which treats of conditions of sale and prices in that world renowned mahogany center.

According to the communication, no auction sales have been held since July 23 and arrivals up to the date of the letter are moderate. Few private sales are reported and stocks are now heavy but not excessive. Values are normal but very uncertain. The secretary states that Gaboon

### Car Surplus and Shortage

The October 8 bulletin of the American Railway Association shows that the car situation is improving somewhat with a slight but consistent decrease in surplus and a similar increase in shortage. The surplus on October 1 was 133,382 cars as compared with 138,108 cars on September 15. On October 1 a year ago there was a surplus of 4,199 cars.

The shortage on the first of October was 2,355 cars as against a shortage of 2,059 cars on September 15, and a shortage of 31,620 cars on October 1 a year ago.

This barometer of shipping activity and incidentally of commercial activity shows that while improvement is very gradual it has continued very consistently during the last few months.

### Lumber Cut for August

J. E. Rhodes, secretary of the National Lumber Manufacturers' Association, has sent out the report of the August cut by members of the association. The total is 859,000,000 feet, of which 45,200,000 feet are hardwoods. The output for the same month last year was 955,200,000 feet, of which 57,400,000 were hardwoods. The summary for the month follows:

| | Feet |
|---|---|
| Decrease in cut during August, 1914, under August, 1913.... | 51,600,000 |
| Decrease in shipments during August, 1914, under August, 1913 ..... | 96,200,000 |
| Excess cut over shipments during August, 1913..... | 60,100,000 |
| Excess cut over shipments during August, 1914..... | 104,700,000 |

### More Gun Stocks Needed

If the European war is lengthened it will create a market for walnut suitable for gun stocks. During Napoleon's wars the price of walnut rose to figures unknown before or since; but that was principally Circassian walnut, or the same wood grown from planted trees in Europe. American black walnut was not heavily drawn upon at that time. The great demand upon this wood was felt during our Civil War. The modern military arm requires less wood for the stock than was used on the musket of former wars; but larger numbers of guns are made, and the total call for suitable wood will be very large.

The London *Timber News*, September 12, says that for gun and rifle stocks the demand for good walnut timber of home growth is considerable, the price varying from $1.20 to $1.60 per cubic foot—but it must be clean, sound, and of a stipulated size. There is little, unfortunately, for sale in England, few plantations of the tree as a crop being planted. By old buildings, indeed, on most estates where the soil is suitable, walnut trees are to be found—single specimens as a rule; but a plantation of the trees does not perhaps exist.

These estate trees are rarely felled unless circumstances demand such a course to be followed, and so the quantity of walnut timber of home growth in England is reduced to the lowest maximum. Certainly plantations wholly composed of the trees have been formed, but the experiments were not very successful, merely owing to the fact that the soil was unsuitable; that required for the production of the largest quantity of the most valuable walnut timber being a good yellow loam—in fact, a wheat producing soil.

There is still much good black walnut timber in the United States, but it is scattered. However, satisfactory prices would suffice to bring it to market.

### The Ownership of Timberlands

The Bureau of Corporations has published another volume in the series dealing with the ownership and other conditions relating to private timberlands in the United States. The volume contains 264 pages and a number of maps. The introduction, which includes three pages, gives a good summary of what the whole report shows in detail. The chief points brought out are the following:

About 68,000 square miles of the most densely timbered regions of the United States are covered by the maps. The land lies chiefly in

Washington, Oregon, California, Idaho, and Louisiana. The mapped areas contain 755,000,000,000 feet of timber, which is one-third of all the privately-owned timber in the United States. The ownership in these regions is highly concentrated. In the western Washington map area two holders have forty-nine per cent of the timber. In northeastern California six have seventy per cent, and in the redwood district ten have more than half, and in north central Idaho four owners have fifty-nine per cent.

It is stated that 1,694 timber owners hold in fee over one-twentieth of the land area of the entire United States from Canada to Mexico. In the 900 timbered counties investigated, they own one-seventh of the area. This ownership covers 105,600,000 acres, an area greater than the whole state of California, or more than two and a half times the whole land area of the six New England states: Sixteen holders own 47,800,000 acres, or nearly ten times the land area of New Jersey.

In the upper peninsula of Michigan, thirty-two timber owners hold forty-five per cent of the land. In Florida one-third of the land belongs to fifty-two holders.

The blame for this concentration of ownership, so far as there is blame, must be partly borne by the United States government. Lavish land grants and loose, ill-enforced land laws are the historical background of the concentration of land and timber ownership shown in the report. A study of the present ownership of 7,370,000 acres of railroad, wagon-road, and canal grant lands, covering most of the granted lands in the map areas, and a little elsewhere, shows that of these particular lands, granted long ago to single corporations, apparently with the idea that they would be quickly sold to settlers, only fifteen per cent are now distributed in small holdings. Eighty-five per cent are owned by the grantees or their successors, or by large timber holders. Of 82,500,000 acres granted to three western railroads in the sixties, the roads still retained forty per cent in 1910.

Moreover, the states appear to have disposed of the various federal grants made to them in such a way as to contribute to the concentration of land and timber ownership. Florida is a striking example of this. Again, the public-land laws, the cash-sale law (now repealed), the scrip laws, and the homestead and timber and stone laws operated, at least in timber regions, to transfer government lands directly or almost directly to great holders.

Ninety-eight per cent of the 1,500,000 acres comprised in the largest timber holding in the Lake States was acquired in a wholesale manner, chiefly from tracts disposed of by the government through grants to the state or under the scrip and the cash-sale laws.

Most of the land grants were made on conditions, and it is claimed that in many cases not all of the conditions were complied with. The government is now attacking some of these grants for the alleged violation of the conditions imposed. Last year the Department of Justice obtained a decree in court, adjudging all the Southern Pacific Company's lands in Oregon to be forfeited to the United States. These lands embrace 2,400,000 acres and contain 70 billion feet of timber. The case is pending on appeal. Other suits are pending, having for their purpose the recovery by the government of some of the lands granted many years ago, on the grounds that conditions have not been complied with.

The three largest timber holders are the Southern Pacific Company, the Weyerhaeuser Timber Company, and the Northern Pacific Railway Company. The report names many of the other large holders, but they are usually arranged in groups. Means made use of in concentrating so much land in the hands of a few were not the same in all regions. The report goes fully into that feature in the various parts of the country.

### Newfoundland's Lumber Output

There were 21,000 more logs cut in 1913 than in the previous year in Newfoundland, the total number being 1,504,000, from which it is estimated 46,000,000 feet of lumber (principally spruce) were produced, an increase of about 5,000,000 feet over 1912. The lumber turned out was valued at $600,000 and consisted of 24,500,000 feet of boards, 7,225,000 feet of scantling, 1,241,000 feet of heading, 673,000 feet of box material, 106,000 palings, 6,700,000 spruce lath, and 9,100,000 spruce shingles. In addition to the lumber, 135,000 cords of pulpwood were cut, an increase of 11,000 cords over 1912. The men employed in the forests and sawmills numbered 3,500. There were fifteen lumber mills working under license, in addition to 328 small mills worked by the fishermen in conjunction with the fishery. For the fiscal year 1912-13 there were shipped 413,000 feet of lumber valued at $6,306, as against 504,000 feet, valued at $8,213, in 1912. Canada took 272,000 feet and St. Pierre 141,000 feet. The total number of lath exported was 1,365,000.

### Germany's Timber and Furniture Trade

Consul Alfred W. Donegan, reporting from Magdeburg, Germany, describes the timber and furniture trade there last year. Activity in building almost came to a standstill in 1913, largely because of the high discount rates and tight money conditions on the mortgage market. The timber trade suffered in consequence. Toward the end of the year, however, when the discount rate finally dropped, some building activity set in, but it was confined for the most part to the construction of residence buildings. As a result of the small demand and low selling prices, timber dealers were barely able to cover expenses. Prices of American timber—pitch pine and red pine, for instance—dropped somewhat during the year from the high-price level maintained in 1912, as did also prices of Russian and Austrian boards. This was probably due, in the latter case, to the small consumption, and in the former to the low freight rates and the Mexican trouble. On the other hand, lumber from the northern European countries increased in price from five to ten per cent over 1912. The explanation of this is that there was a great demand in England, France, South Africa, and Australia for this kind of timber.

Manufacturers of furniture were compelled to sell at lower prices than in the preceding year despite the fact that timber prices were about five per cent higher and increased wages had to be paid.

**John G. Lockhart Lumber Co.**
**Sheboygan, Wisconsin**
BIRCH LUMBER We have the following Log Run
Birch all 10 foot and Longer.
250,000′ 5/4″ No. 2 & Better, 10′ & Longer
250,000′ 6/4″ No. 2 & Better, 10′ & Longer
250,000′ 8/4″ No. 2 & Better, 10′ & Longer
This stock is ready for shipment and we will sell it in carload lots or all together.
KINDLY SEND US YOUR INQUIRIES FOR BIRCH OR ANYTHING IN NORTHERN HARDWOODS.

### Quebec's Forest Resources

Quebec possesses vast timber resources. Certain of the forest lands are private property, but by far the larger portions still belong to the Province itself. The private woodlands include those owned by farming communities; others are held under original grants that were ceded to private individuals by the crown in the early days of the colony. The latter aggregate about 6,000,000 acres, but they contain the best-known stands of timber and will be able to supply the demands for pulpwood for years to come.

### Government Railroad Proposed

Congressman Bryan of Washington has introduced a bill in the House authorizing the President to locate, control, and operate a railroad from Marysvale, Utah, which is a terminal of the Denver & Rio Grande Railroad, to the Kaibab National Forest in Arizona. The desire is expressed in the bill to develop the timber, agriculture and mining lands in the National Forest. The railroad is not to cost more than $3,000,000, and $500,000 is made immediately available for the project.

### Lumber Outlook in England

The London *Timber*, under date of September 19, reviews the lumber situation in a hopeful tone. The more favorable news from the seat of war has its counterpart in a brighter tone in the timber trade, and there seems to be a gradual return to more normal conditions than have ruled as yet since the war commenced. The very gloomy anticipations, which were almost universal during the month of August, and the belief held in so many quarters that the shipping season had been practically brought to a close by the declaration of war by Great Britain, have now proved to be entirely erroneous, for this month there is seen quite a fair trade being carried on in sawed goods, principally, of course, from the Swedish ports. In ordinary times, when competition is keen, commerce is apt to be looked upon as a struggle between the buyer and the seller, and to regard the gain of the one as, in some measure, the loss of the other, but the present position furnishes an excellent example of the mutual benefits of trade sellers. On the one hand, their yards blocked with unsold and unshipped goods, and often with their mills stopped working, on account of their inability to find further yard space, are most anxious to re-commence business, while importers, all short of stock and their sources of supply greatly curtailed, are equally desirous of purchasing and bringing forward further cargoes.

### Timber Imports and Exports

The total imports of wood and wood products of all kinds into the United States in July, 1914, were valued at $6,472,766, against a value of $5,417,460 for the corresponding month in 1913.

During July, 1914, the exports of all kinds of forest products from the United States were valued at $5,765,880, and for the same month in 1913, $7,414,499.

The imports of wood products increased nearly $1,000,000, and the exports declined nearly $2,000,000.

### Philippine Timber Concession Offered

Sealed proposals, in duplicate, will be received at the office of the Directory of Forestry in Manila for the privilege of cutting and removing timber and gathering other products, stone, and earth on 292,000 acres in the Provinces of Tayabas and Ambos Camarines. While the date of opening bids in Manila is November 14, 1914, if a prospective bidder in the United States finds it impossible to get his bid there by that time he should communicate at once with the Bureau of Insular Affairs, Washington, D. C., stating the circumstances, and if the delay involved will not

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**Gravity Lumber Conveyer**

Made of steel, ball bearing rollers, twelve foot sections, easily coupled, [illegible] to form [illegible] of any required length, over which lumber, flooring, [illegible] stuff, etc., will travel on a four per cent grade. [illegible] jacks supplied to support conveyer [illegible] proper grade. Light, strong and easily portable [illegible] for past ten years.

Prices quoted on receipt of information as to lengths and widths of materials, [illegible] to be conveyed. Send rough sketch showing requirements. Ask for catalog.

SPEED — MATHEWS GRAVITY CARRIER COMPANY — THE MATHEWS WAY — THE SAVING WAY — ECONOMY

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¶ Fitzgibbons & Krebs Patent Elevated Traveling Derrick propels itself on 28-ft. gauge track.

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¶ Write to O. M. Krebs, Mallory Branch, Memphis, Tenn., or to P. F. Fitzgibbons, Chattanooga, Tenn., for pamphlet fully illustrating and explaining the derrick.

Also ask for list of users.

[illegible]

### Building Operations for September

[illegible] same undivided looking ahead to construction work. Instead there were street corner discussions and arguments. Turning the spot light on the [illegible] which is receiving some attention is that building material has cheapened in some directions within recent weeks and that this may serve as a spur to increased activity. Looking the figures squarely in the face, this is the presentment:

The official reports of building permits, issued by 71 of the principal cities throughout the country, during September, received by the American Contractor, Chicago, total $44,971,904, as compared with $65,844,495 for September, 1913, a decrease of 32 per cent. But the losses are not unanimous. There are 18 cities that show gains, including St. Paul, 209 per cent; Denver, 241 per cent; Des Moines, 198 per cent; Scranton, 339 per cent; Springfield, Ill., 166 per cent; Salt Lake City, 237 per cent.

For the first nine months of the year the showing is creditable. The total cost of building permits issued in the 71 cities was $558,276,753, as compared with $583,218,892 for the corresponding period last year, a decrease of only 4 per cent. The statement in detail is as follows:

| Cities | September, 1914 | September, 1913 | Per cent Gain | Per cent Loss |
|---|---|---|---|---|
| [illegible] | $[illegible] | $[illegible] | | 27 |
| [illegible] | [illegible] | [illegible] | | 95 |
| [illegible] | 170,804 | 384,72[illegible] | | 56 |
| [illegible] | 390,811 | 808,237 | | 52 |
| [illegible] | 162,317 | 21[illegible],090 | | 35 |
| [illegible] | 7[illegible]9,222 | 1,326,[illegible]40 | | 45 |
| [illegible] | 311,890 | 224,32[illegible] | 41 | |
| [illegible] | 761,000 | 821,000 | | 7 |
| [illegible] | 264,000 | [illegible] | [illegible] | |
| [illegible] | 77,387 | 50,120 | 54 | |
| [illegible] | 4,927,900 | 7,8[illegible]8,920 | | 37 |
| [illegible] | 665,608 | 868,576 | | 23 |
| [illegible] | 2,152,970 | 1,949,743 | 9 | |
| [illegible] | 491,125 | 472,195 | 4 | |
| [illegible] | 144,260 | 469,925 | | 70 |
| [illegible] | 42,785 | 107,955 | | 60 |
| [illegible] | 1,007,150 | 297,190 | 241 | |
| Des Moines | 380,650 | 127,750 | 198 | |
| [illegible] | 1,547,235 | 2,066,875 | | 25 |
| [illegible] | 187,829 | 473,807 | | 60 |
| [illegible] | 91,334 | 258,345 | | 65 |
| [illegible] | 89,145 | 101,710 | | 11 |
| [illegible] | 122,860 | 278,355 | | 56 |
| [illegible] | 427,624 | 1,573,570 | | 73 |
| Harrisburg | 105,450 | 82,800 | 26 | |
| [illegible] | 129,910 | 369,121 | | 65 |
| [illegible] | 411,628 | 675,504 | | 39 |
| Kansas City | 565,035 | 676,695 | | 16 |
| [illegible] | 93,650 | 101,675 | | 8 |
| Los Angeles | 1,106,[illegible]64 | 1,718,665 | | 37 |
| [illegible] | 267,370 | 297,170 | | 10 |
| [illegible] | 77,037 | 161,015 | | 52 |
| Memphis | 13[illegible],100 | 288,355 | | 54 |
| [illegible] | 1,162,004 | 874,309 | 33 | |
| [illegible] | 881,275 | 1,449,650 | | 39 |
| [illegible] | 231,660 | 561,526 | | 59 |
| New Haven | 431,619 | 243,880 | 76 | |
| [illegible] | 159,277 | 186,769 | | 14 |
| New York City: | | | | |
| Manhattan | 5,475,220 | 6,397,128 | | 14 |
| Bronx | 1,239,801 | 621,096 | 100 | |
| Brooklyn | 3,722,200 | 2,105,750 | 16 | |
| Borough of Queens | 1,272,047 | 1,918,928 | | 34 |
| Borough of Richmond | 109,821 | 151,339 | | 27 |
| Total | $11,619,179 | $11,492,241 | 1 | |
| [illegible] | 312,360 | 414,789 | | 25 |
| [illegible] | 72,783 | 54,215 | 34 | .. |
| [illegible] | 136,750 | 112,245 | | 4 |
| [illegible] | 1,811,305 | 4,303,955 | | 58 |
| [illegible] | 880,649 | 1,434,790 | | 39 |
| [illegible] | 309,140 | 1,621,005 | | 81 |
| [illegible] | 136,799 | 122,361 | 12 | |
| [illegible] | 666,554 | 843,226 | | 21 |
| Salt Lake City | 481,870 | 142,937 | 237 | |
| [illegible] | 830,081 | 2,273,723 | | 63 |
| [illegible] | 26,172 | 77,129 | | 66 |
| St. Louis | 651,489 | 1,189,819 | | 45 |
| [illegible] | 2,811,926 | 910,908 | 209 | |
| [illegible] | 313,218 | 71,420 | 339 | |
| [illegible] | 556,564 | 692,885 | | 20 |
| Shreveport | 58,077 | 74,573 | | 22 |
| [illegible] | 84,070 | 100,085 | | 16 |
| [illegible] | 42,100 | 63,028 | | 29 |
| [illegible] | 42,265 | 679,115 | | 94 |
| [illegible] | 139,270 | 52,385 | 166 | |
| [illegible] | 262,325 | 1,442,703 | | 82 |
| [illegible] | 86,826 | 157,848 | | 48 |
| [illegible] | 360,358 | 672,489 | | 46 |
| [illegible] | 40,610 | 116,005 | | 65 |
| [illegible] | 71,104 | 1,253,950 | | 94 |
| Washington | 390,511 | 740,886 | | 47 |
| Wilkes-Barre | 84,030 | 133,050 | | 37 |
| [illegible] | 262,260 | 404,619 | | 35 |
| Total | $44,971,904 | $65,844,495 | | 32 |

### Possibilities in Saw Dust for Developing Soil

The editor of HARDWOOD RECORD noticed a recent clipping from a rural newspaper referring to the value of saw dust for lightening and fertilizing soil. The editor of the publication referred to said that the application of saw dust doesn't seem to offer any great possibilities. This prompted HARDWOOD RECORD to address the Forest Service and the reply follows:

In regard to your inquiry concerning the use of hardwood sawdust on heavy, clay land, I would say that, if I understand the question thoroughly, the editor of the Detroit farm paper in question is correct in saying that sawdust of this kind will be of doubtful value to the land, at least for probably several years and until the organic matter is well decomposed. Furthermore, the sawdust, especially if it is the product of sawing oak timber, is known to contain considerable acid, and to have the effect of rendering the soil acid in greater or less degree when applied to the land. Of course, the sawdust might, and probably would to some extent, improve the texture of a heavy clay soil, making it more open and porous. It is believed that sawdust will not take the place of stable manure, and it is my opinion that an application of well rotted stable manure would be preferable, wherever the latter can be secured. However, an experiment along the lines of thoroughly composting sawdust with soil and possibly with the addition of some lime, keeping it in compost until the organic matter is well decomposed, would be of considerable interest, and it is possible that sawdust treated in this way might prove of considerable value.

### Interesting Stump Found in Indiana

An interesting find was made a few days ago in Connersville, Ind., when a well digger working fifty-six feet below the ground came upon a well preserved stump. A large section of the root was brought to Connersville, but no one has been able to identify the wood.

### The South's Cotton Crop

The South's cotton crop is one of the pillars of its prosperity, and the sudden closing of more than half of the foreign market has been and threatens to be a serious setback to business in all parts of the southern states, and, in a measure, in all parts of the United States. Regions which have no cotton to sell, transact business with the cotton-growing states, and any serious disorganization of business in one region hurts others.

For that reason the campaign for the relief of the cotton situation appeals to business men in all parts of the country, and satisfactory results will doubtless follow. The campaign's slogan is "buy a bale." Commercial organizations in all the principal cotton centers of the South are pushing the work. The usual spectacle has been presented in Chicago, of bales of cotton exposed on the streets, like fruit on a stand, with the words, "buy a bale."

The general plan is to purchase at ten cents a pound, store the bale in some cotton warehouse, insure it, take a receipt, and agree to hold the cotton for one year, unless an opportunity to sell for ten cents or more is presented in the meantime. It is not a speculation, though the buyer stands a fair chance of making a profit, and not much chance of losing. The purpose is to help tide the cotton growers over, until the foreign markets shall again be open.

Various southern organizations, the membership of which includes men in all lines of business, have issued prospectuses and circulars explaining the work and soliciting assistance. One of these, which will doubtless send its literature to those who request it is, "The Lee County, Arkansas Buy-a-Bale Cotton Club," under the direction of the Marianna Commercial Club, Marianna, Ark.

### Circulating a Popular Address

The address made at Chautauqua, N. Y., last June by E. T. Allen of the Western Forestry and Conservation Association, on the subject "Forests, Lumber, and the Consumer," has enjoyed a wide circulation through the trade press, and it is well worth it. The National Lumber Manufacturers' Association, Chicago, is assisting in further circulating the address by printing it in pamphlet form for associations, companies, and individuals who wish to use it as advertisements of their own business. This is done at cost, and the rates per 1,000 copies in different styles of cover will be made known by addressing J. E. Rhodes, secretary of the association. Some of the strongest lumber companies in the country have printed their advertisements on the pamphlet's cover and are using the address as an advertisement of their business.

### Selling Pine Seeds

The utilization of pine cone seeds promises to develop into an industry of some importance in the Northwest. An enterprising timberman in Washington state has for two years been collecting pine and fir cones and extracting the seeds, which are said to find a ready market at profitable prices. Last year a carload of cones was shipped from British Columbia and the seeds exported to Germany. The cones were gathered by Indians in the northern part of the province and transported in sacks over long distances to the railway, which carries them to their destination in Washington. The experiment proved so profitable that several carloads have been ordered this year, and the business promises to afford another outlet for a hitherto unutilized British Columbia product.

### British Columbia Uses American Furniture

There is a demand in British Columbia for American-made furniture. Styles in architecture and the plans and arrangement of homes, especially in the matter of furniture, are influenced largely by the customs prevailing in the United States. The bulk of the stocks of furniture carried by the large wholesale and retail dealers in Vancouver are im-


OUR LINE
WEST VIRGINIA
HARDWOODS

Embraces all the commercial species in this region.

Being located right at the mill, we know that *every stick we manufacture is manufactured right.*

We solicit the opportunity of proving this claim and offer the following list which

*WE WOULD LIKE TO MOVE NOW:*

10 cars 4/4 sound wormy chestnut.
10 cars 4/4 No. 3 common chestnut.
5 cars 5/4 sound wormy chestnut.
5 cars 6/4 sound wormy chestnut.
3 cars 1/2 inch slack barrel staves, 40 & 42 inches long.
1 car 1 1/4 oak table tops 40 & 42 inches long.

**Alton Lumber Company**
**Buckhannon West Virginia**

**The Southern California Hardwood & Manufacturing Company, Los Angeles, California**

calls the attention of the trade to its

**"South Sea" Brand of Philippine Mahogany Directly Imported**

from a mill cutting the finest mahogany in the islands.

We were fortunate in securing a large cargo just after the war was declared and are able to offer this fine figured wood at prices much lower than other mahoganies.

Our SOUTH SEA MAHOGANY is rapidly increasing in favor wherever it has been tried. Especially fine for interior trim, show cases, fixtures, and furniture. Carload prices quoted and samples sent upon request.

**Southern California Hardwood & Manufacturing Co.**
**Los Angeles, California**

OAK BILL STOCK

# This Mill

is devoted very largely to the manufacture of

**Oak Bill Material**

In fact, we have studied this line of manufacture so thoroughly that we feel confident we can tell you anything you want to know about it.

WE KNOW WE CAN PLEASE YOU
Ask Your Wife, Send No. 1s

**THE LEWIS DOSTER LUMBER CO.**
BLUEFIELD, W. VA.
**Manufacturers and Wholesalers West Virginia Hardwoods**
Band and Circular mills at Waiteville, W. Va. Daily capacity 60,000

# Hutchinson Lumber Co.
**Huntington, W. Va.**

**Band Mills at Sevy, W. Va., and Canterberry, W. Va.**

*We want to move at once*

10 Cars 4/4 No. 1 Common and 1s and 2s Chestnut.

3 Cars 4/4 No. 1 Common Chestnut.

5 Cars 8/4 S. W. Chestnut.

10 Cars 4/4 Plain Sawed S. W. Chestnut.

10 Cars 4/4 Quarter Sawed S. W. Chestnut.

10 Cars 4/4 Log Run White Pine.

7 Cars 4/4 No. 2 Common Plain Oak.

10 Cars 8/4 Log Run White Pine.

### Probable New Source of Resin

[redacted] parts of southern California. It is found in greatest abundance in the dry regions of low altitude south of latitude 30. From a thick trunk at or near the ground spring upright spined arms or branches, so that the [redacted] fruit ripens in June, July, and August and is used both in its fresh state and in the form of jam.

To extract the resin only plants that have died naturally after reaching maturity should be used, and these should be allowed to remain in the sun for some time. In young plants and those in full vegetation the resin is not encountered, a circumstance that makes exploitation more attractive, as it permits the utilization of the fruit which the plant produces during its entire life and the extraction afterwards of the resin from the dead [redacted]

An analysis of the resin gave the following results: Essence of turpentine dissolved, 35.71 per cent; naphtha (petroleum ether) dissolved, 35.32 per cent; ordinary ether dissolved, 35.12 per cent.

### Capitals Built to Order

The first modern attempt at building a capital city to order was undertaken in Australia, and now plans are being perfected for a splendid city in India which is to be the capital of the British empire in that quarter of the world. It will be called Delhi, which is the name of a well-known metropolis of that country. The new city will be near the old, and will be built on a magnificent plan covering ten square miles, with streets from 100 to 440 feet wide. There will be parks, trees, gardens, yards, river banks, and terraced hills, all constructed and arranged to secure health, comfort, and with the particular object of attaining the highest degree of scenic beauty possible. The government buildings will be the center of the city, and will be situated on high ground to make them visible from all parts of the great capital. A provision—which will be something new in India—contemplates arrangements whereby the poor people can enjoy the good things on practically the same terms as the rich.

### Elm for Barges

The London Timber News says that years ago large quantities of English-grown elm boarding were required to keep pace with the building of wooden barges on the Thames, but of late years the demand has perceptibly fallen off, principally owing to increased foreign supplies which are delivered in the London market at a lower figure than dealers can afford to sell the native product of this kind. No doubt the home-grown timber is equally good with that sent from abroad—in fact, some of the old elm timber, the product of Kentish-grown trees, have no equal for general constructive purposes, and for lasting properties as well. There is perhaps the drawback with much of the field and hedgerow elm that it is rough and often considerably damaged, the result of wind; but for all that, taking it as a whole, the quality is probably ahead of that sent from abroad. Of course in foreign timber we only see the best in this country, and have little idea what the waste is in getting out what is intended for exportation. But, on the whole, English-grown elm timber has no rival, and the fact remains that it is comparatively scarce and rarely procurable in the sizes required, and this of itself has caused foreign importations of the timber to be sent to England in large quantities.

### American Oak for English Wagons

The Timber News of London says that the curtailment of the import of American wagon oak planks into that country, which has continued for several weeks, has done a great deal to reduce the large stocks of this material, although at the present time they are still largely in excess of last year's. The demand also fell away considerably during November, otherwise conditions would have been even more satisfactory.

A considerable proportion of the recent arrivals consisted of free of heart dimension stock brought in to the order of various railway companies. This stock commands a high price and is subjected on arrival here to a very severe inspection both in regard to quality and size, as many rejections being made for under-cutting as for defects.

When this description of stock is deducted from the total import, the balance brought in lately for ordinary wagon-building purposes will be found to be low indeed.

Greater strength in the market for this material should soon develop now that the fear of holding large stock for an indefinite period is considerably minimized. After the turn of the year a better demand is certain to spring up, and it only requires a continuance of the present favorable importing conditions to restore full confidence in the market.

### Will Plant Sandalwood and Rosewood Trees

Little planting of fine cabinet woods has been done anywhere. Tropical forests have been depended on to grow enough in nature's way, unaided

by man. A departure, however, from the custom is promised in a new enterprise in the Society Islands, in the South Pacific ocean, where 30,000 acres of land have been bought in Papenoo valley, of the island of Tahiti. Various commodities will be planted, among them sandalwood and rosewood trees, for the purpose of supplying these valuable woods. The whole tract of 30,000 acres will be cleared of its tropical jungle, and ten miles of railway will be built to make the land accessible.

### A Fake Fungus

The people who have substitutes for sale, which they are anxious to run in ahead of wood wherever they can, are becoming remarkable discoverers along certain lines. It is said that recently a contract which called for nearly a million feet of wood was lost by a bidder because of a fake report by a man with a substitute to the effect that a new fungus had been discovered attacking timber with such rapidity that decay set in at once and caused quick destruction. It was represented as a discovery so recent that the general public had not yet found it out; but that results were bound to be very serious. The report had its effect in the way intended, and a substitute went in the place of wood. The success of the false report in that particular has evidently encouraged the promulgation of another; but this "discovery" is a worm instead of fungus. The creature is reported to be so voracious that it bores its way to the heart of the tree so quickly that the tree is speedily ruined. The destructive worm is described as white—which is the common color of worms that live in wood. It is needless to say that the stories of the fungus and the worm are fakes pure and simple, and are circulated, apparently, for the purpose of injuring the reputation of wood as a building material. There are many kinds of fungus and many kinds of timber worms; but those which are injurious are well known and are no worse now than they ever have been.

### A New Wood Preservative

A preservative adopted for the timber used in some Belgian collieries, is called "Axol," and consists of a solution of copper and zinc in ammonia, with the addition of a certain amount of benzol. The wood being placed in a boiler, is first submitted to a vacuum for twenty minutes. The liquid is then applied, and is forced into the pores of the wood at a pressure of ten atmospheres for twenty minutes. The material so treated is claimed to be unaffected by dampness or heat, while it has no smell and is free from any smearing outside surface.

### Pitprops Scarce in England

Judging by the prominence given the subject in English trade journals, it seems that the first serious shortage of timber supplies in England is felt in the coal mines where props are scarce. Many of those formerly used came from France and Scandinavia, and since the war began, the supply has rapidly declined with no apparent source open in Europe.

The United States has plenty of mine timber to spare. The props need not be large and are of various lengths. Their chief use is in shoring up the roofs of mines when the coal is removed. Almost any kind of wood is suitable, but the stronger it is and the more durable, the better.

### Increased Shipments of Greenheart

The exports of greenheart timber from British Guiana were much greater in 1913 than in the preceding year. That was partly due to the low water in the rivers in 1912 which hindered the shipment of the timber to the coast. It accumulated at interior points and was sent out on the floods of 1913.

### Furniture Made from Ties

Section men on the Nashville division of the Nashville, Chattanooga & St. Louis Railroad recently found some walnut ties that were evidently laid down years ago when the problem of material for crossties was less serious than at present. They were removed and sent to the company's shops and are now being converted into furniture for an official's office.

### Flooring and Shelving Patterns

A London trade paper says that a point which has not infrequently cropped up in recent years between shippers of planed goods and agents, but which has not been authoritatively settled, is as to whether floorings and shelvings must necessarily be chipped on the under side. There are importers who contend that unless the under-surface has been chipped the board has not been properly thicknessed; or, put another way, who claim that the board before going through the machine should be of sufficient thickness to come into contact with the irons top and bottom. Assuming that the planing machine has been correctly set, if the board happens to have been scant before entering the planer—and such accidents will sometimes happen even in the best regulated flooring establishments—naturally the marks on the under-side incidental to the thicknessing part of the process will be absent from that side of the board. On the other hand, the rough board may, from a variety of causes, here unnecessary to mention, be just so nicely gauged that it presents no chipping marks, whilst still holding the standard scale of thickness. For shelving or other purposes where the back of the board is seen, naturally such a board is not so useful as one which shows a nicely cleaned-off under-surface, but does it give rise to a claim? We imagine that in the old days of hand labor it was only the edges and surface that the carpenter wrought, and that thicknessing is only a process arising out of the introduction half a century or so ago of machines for the preparation of planed boards. Still, what we have to deal with is machine-planed goods. Fine saws and better

**Peytona Lumber Company**
**Huntington** **West Va.**

*—MANUFACTURERS—*

PLAIN SAWN
RED AND WHITE OAK
YELLOW POPLAR
BASSWOOD
CHESTNUT
ASH AND MAPLE

**BAND MILLS:**
**Huntington, W. Va.** **Accoville, W. Va.**

**SPECIAL PRICE**
**FOR QUICK SALE:**

No. 1 Com. Hickory:
8 cars 1½" to 4"
No. 1 Com. Poplar:
15 cars 5/8" to 4"
No. 1 Plain Oak:
20 cars 1" to 4"
No. 2 Plain Oak:
5 cars 1"
No. 1 Common Ash:
3 cars 2"
1 car 2½"

**Goodlander-Robertson Lumber Company**
MANUFACTURERS AND WHOLESALERS
**HARDWOOD LUMBER**
Yards and Office:
**Kansas Avenue** **Memphis, Tenn.**

**The White Lake Lumber Co.**

Peoples Gas Bldg., CHICAGO, ILL.

**Northern and Southern Hardwoods**

CAR STOCK

WHITE PINE YELLOW PINE

*High Quality—Prompt Delivery*

WE WANT TO MOVE AT ONCE

10 cars 1" No. 1 Common Basswood
5 cars 1" No. 2 Common Basswood
30 cars 1" Red or White Oak, all grades
40 cars 1" Red and Sap Gum, all grades
The last two items are but one-half dry

Send us your inquiries

**LABORERS FREE**

Free of charge to employers, we supply all classes of laborers and mechanics, of any nationality.

Loggers, Railroad Graders, Cooks, Flunkies, Teamsters, Engineers, Saw-filers, Bark-Peelers, Sawyers, Swampers, Cant-hook men, and good men for general [illegible] work.

Men pay own railroad fares to the works. We have good men on hand to work around sawmills and lumber yards by the day or by month.

Write all particulars in your first letter, wages, working conditions, etc.

Long Distance Phone Franklin 3529

**Diamond Labor Supply Co.**

32 So. Canal Street, Chicago, Ill.

**COLFAX HARDWOOD LUMBER CO.**

MANUFACTURERS

ASH OAK CYPRESS GUM

All stock band sawn, well manufactured, carefully graded, good average width and high percentage of 14 and 16 ft. lengths. No manipulation of grades.

Located on La. R. & N. Co. COLFAX, LA. Consumers' inquiries desired

**Bluestone Land & Lumber Company**

MANUFACTURERS

WEST VIRGINIA HARDWOODS

Soft White Pine, Oak, Poplar, Chestnut, Hemlock

Band Sawed Stock

MILL FACILITIES COMPLETE PLANING

RIDGWAY PENNSYLVANIA

**The Ferd. Brenner Lumber Co., Alexandria, Louisiana**

**Manufacturers of High Grade Hardwoods** DAILY CAPACITY 125000 FEET


### The Face Side of Silo Stock

[illegible] the Hardwood Manufacturers' [illegible] of the United States brings out an interesting feature of silo stock manufacturing. As [illegible] grades, the question involved will apply on these grades as well.

[illegible] in fastening some of the staves in making a silo the outside face shall be turned inside, and the inside face outside. Some claim that we have no preference in the matter, and that they are equally divided. It is argued by some that as a matter of course the best face should go on the inside against the ensilage. By others it is stated that the inside does not show and that, for the sake of appearance, the better face should be on the outside. Among these opinions are those of actual consumers and they also are divided. It would seem to us, therefore, that it is to a certain extent a matter of individual taste and it might, for this reason, be advisable when an order is received for silo stock to be worked to certain patterns, to secure further information from the buyer as to his taste on this question so the working can be on whichever face desired by him. It still leaves the whole thing up in the air as to which is the face side of a silo stave—the outside looking in, or the inside looking out.

### Alpena's Old Lumber Days

At one time, says the Detroit, Mich., *Investor*, there were perhaps fifty vessels, steam barges, schooners, tow barges and tugs which bore the name of Alpena as their hailing port, but that number has diminished to less [illegible] a score, the last tug, a harbor tug, [illegible] and perhaps one or two steam barges, says the Alpena News.

The time was when fifty vessels would go into winter quarters at Alpena and a person could almost go from one dock to the other on the decks of vessels. The lumber and cedar business is but a trifle of what it was [illegible] time there were twelve lumber mills in operation in Alpena. Now there are three.

The Gilchrist fleet was some fleet in those days. The steamer Garden City used to tow four or five barges, all lumber or cedar laden. There was the Russian, the Light Guard, the San Flint and others. The Fletchers owned several boats. The river was alive with tugs. The Arthur D., the John Owen, the Wayne, Isabell and others were busy as [illegible] And now only the Ralph remains.

### An Old Piece of Poplar

At Huntsville, Ala., in tearing down the McDonald building, a piece of poplar timber 65 feet long by 12 by 15 was taken out perfectly sound after sixty years service. The size of this piece of timber is more remarkable than its state of preservation. If wood is kept dry it will remain sound indefinitely.

### Sawdust in Surgery

A new use for sawdust was recently developed by a German physician and it has been successfully used in a number of the leading European hospitals. The material used is hardwood sawdust and the process consists simply of baking it in an oven, which thoroughly dries it and at the same time purifies it absolutely. After this it is passed through a fine sieve and the fine dust is applied directly to the wound. It has a distinctly curative property. The Japanese have made use of powdered charcoal, [illegible] ashes and powdered sugar for the same purpose.

### American Ants in Europe

A shipment of ash wagon poles crossed the Atlantic some time ago and reached the factory of a purchaser on the other side. In cutting one of the poles, a large number of insects ran out of a cavity, to the surprise and alarm of the owner, who supposed some new pest had been let loose on the country. He corralled a quantity of the bugs and sent them to the British Museum to be passed on by scientists, and in due time he received the following reply:

The specimens were carpenter ants, called *Camponotus laevigatus*, Smith, and have been so identified by G. Meade Waldo, the specialist in hymenoptera. It is a well-known American species, and the dead wood of standing or prostrate trunks is often extensively riddled by the galleries of this and allied species. It is thought that these ants, however, do not begin operations on timber which is not already decayed or in part destroyed by [illegible].

We may here note that the insects sent to us are in their third or perfect state—that of the winged *imago*, having previously gone through the larva and pupa states, or before the wings are developed. In this state they emerge into the air during the night, or on a damp or cloudy day, when in a few hours the polar heat causes their wings to wither and become dry, the insects then fall to the ground and are eagerly sought after by hosts of birds, lizards, and even negroes themselves, who roast [illegible] and thus—indeed, they open up the broad question of the "termite," a name derived from a Greek word implying "the end," because this insect in the first or larva state destroys everything it attacks. It was in this stage that the cavities in his ash pole were made, and in which the perfect winged insects were housed when his circular saw intruded upon them. The incident of the damage wrought upon the pole shows that the tree had been dead some considerable time before the cutting was made. In sawing and re-sawing it would possibly not be noted by the operator that the wood or pole was lighter and dryer than usual.

### Wood Panels in London

Discussing hot weather discomforts and practical ways to lessen them, a writer in the London Graphic advocates greater use of wood in building. He regrets that, under London's building laws, wood and thatch cannot be used, though both are ideal materials from the point of less heat in summer and less cold in winter. The law allows the paneling of rooms with wood and that course is recommended by the writer. The finest architectural designs can be carried out with wooden panels, and there is almost an infinite number of materials and combinations from which to choose.

### An Ancient Tree

The asphaltum beds at La Brea, near Los Angeles, Cal., where excavators have been at work for a year taking out bones of extinct animals of great size, has yielded a most interesting tree, found standing erect. Most of its branches are missing. The trunk is about seventeen inches in diameter. The accumulated asphaltum covered it entirely, and in excavating, the top was first encountered. After some months the base and roots were reached, embedded in the original soil. The tree had grown on the bank of a small creek, and its roots were dug out of the clay and the entire trunk removed. It will probably be exhibited at the San Francisco fair as the oldest tree in the world. It was buried at least 100,000 years ago by an eruption of asphaltum.

HARDWOOD RECORD published a description of the wood, with a drawing of its microscopic structure, in the issue of December 10, 1913. That was the first description of the wood published anywhere; but most of the technical papers have since had something to say on the subject.

The tree has been identified as a softwood, of the cedar or redwood family, but there has been some controversy as to the exact species. The wood is yet sufficiently sound for furniture, which is a remarkable instance of preservation during so many thousand years. The skeleton of a human being was found in the asphalt near the trunk of the tree, but no scientific report has yet been published. The skeleton was that of a man, about three feet high, who evidently sank in the asphalt and perished tens of thousands of years ago.

### The World's Largest Barn

What is said to be the largest barn in the world was recently built by W. T. Smith in the province of Saskatchewan, Canada. It is said that 900,000 feet of lumber was used in its construction. It is 400 feet long, 130 feet wide, and 72 feet high. The owner of the barn owns 20,000 sheep. The barn will house them and will likewise furnish room to store much of the provender to carry them through the winter. Two thousand acres of irrigated alfalfa will supply the bulk of the winter feed.

### Philippine Hardwood Offered

In response to the advertisement of the United States Navy Department for 1,500,000 teak decking logs, a local lumber firm has submitted an offer of 500,000 feet of yacal, a Philippine wood resembling teak, which is regarded as the equal of teak for construction purposes. This is the first time that such offers of Philippine woods have been made to the navy.

## *Hardwood News Notes*

### MISCELLANEOUS

The Bailey Table Company of Jamestown, N. Y., is in liquidation.

The Milne-Savage Lumber Company of New York City is said to be liquidating.

The Miller Lumber Company, Charleston, S. C., has become a voluntary bankrupt.

The Empire Panel & Veneer Company, Buffalo, N. Y., is reported to be out of business.

The John J. Rumbarger Lumber Company of Philadelphia is reported to be closing out.

The Atwater Basket and Veneer Company, Atwater, O., has recently changed ownership.

The Consumers Lumber Company of Louisville, Ky., recently became an involuntary bankrupt.

The Owensboro Wagon Company of Owensboro, Ky., has increased its capital stock to $500,000.

The R. M. Morriss Lumber Company of St. Louis has increased its capital stock to $100,000.

The Royal Box & Lumber Company, New York, has been incorporated with capital stock of $5,000.

The Cleveland Seating Company has been incorporated at Cleveland, O., with $5,000 capital stock.

The National Lumber Company has been incorporated at Mobile, Ala., with a capital stock of $2,000.

The Clifton Forge Lumber Company has been incorporated at Clifton Forge, Va., with $10,000 capital.

The Huttig Manufacturing Company has been incorporated at Dover, Del., with $6,000,000 capital stock.

The Wilmarth Show Case Company of Grand Rapids, Mich., has increased its capital stock to $200,000.

It is reported that a branch of the American Hardwood Lumber Company at Evansville, Ind., is out of business.

Adam Heimberger, president of the H. E. Heimberger Veneer & Lumber Company, New Albany, Ind., died recently.

The Walker Veneer & Panel Works of Alpena, Mich., and Chicago has changed its name to the Walker Veneer Works.

The Edward Q. Smith Chair Company of Evansville, Ind., has changed its name to the Woods-Klamer Furniture Company.

**Dimension Stock** We will supply you with CLEAR CUTTINGS of soft Kentucky Oak or Poplar so that they will COST you considerably LESS THAN the same cuttings if BOUGHT AS LUMBER.
*Make Us Prove It*
GARDNER WOOD COMPANY FLATIRON BLDG. NEW YORK, N. Y.

**Kentucky Lumber Company**
MANUFACTURERS
POPLAR, PLAIN AND QUARTERED OAK, RED AND SAP GUM, CHESTNUT, HEMLOCK
ROUGH AND DRESSED
MILLS AT Burnside, Ky. Williamsburg, Ky. Sulligent, Ala.
SALES OFFICE 606 Security Trust Bldg. LEXINGTON, KY.

**CINCINNATI**
**Hardwood Manufacturers and Jobbers**

RIEMEIER LUMBER CO.
OAK, POPLAR, CHESTNUT
SUMMERS AND GEST STREETS

Veneers: CIRCASSIAN WALNUT AND ALL OTHER FIGURED WOODS
THE FREIBERG LUMBER COMPANY
OFFICE AND MILL, CINCINNATI, OHIO

JAMES KENNEDY & CO., Ltd.
OAK, POPLAR AND OTHER HARDWOODS
FIRST NATIONAL BANK BUILDING

**KILN-DRIED OAK** (1)
and other Hardwoods are among our many "specialties" which are so satisfactory to others. Why not you?
MIGHT PAY YOU TO GET IN TOUCH WITH US. IT HAS OTHERS
THE M. B. FARRIN LUMBER CO.

OHIO VENEER COMPANY
Manufacturers & Importers FOREIGN VENEERS
2624-34 COLERAIN AVENUE

DAY LUMBER & COAL CO.
Mfrs. YELLOW POPLAR and WHITE OAK
GENERAL OFFICE—CLAY CITY, KY.

# Watch This Space

*For Offerings of Fine*

## SOUTHERN HARDWOODS

BUSKIRK-RUTLEDGE LUMBER CO.
(Inc.)
Lexington, Kentucky
BAND MILLS: Quicksand, Ky.; Straight Creek, Ky.



# Rockcastle Lumber Co.
# C. L. Ritter Lumber Co.

OAK—Plain and Quartered, RED AND WHITE
POPLAR CHESTNUT BASSWOOD

## Anything in Hardwoods

**Huntington West Virginia**

**Dermott Land and Lumber Company**
**DERMOTT, ARK.**


[redacted]

## CANADIAN

The Manning Wood Manufacturing Company of Huntsville, Ont., was [illegible]

The Rowe [illegible] Company will build an addition to its plant at that place.

It is said that the Canada Screening Company has purchased Gordon Dennis Kingston mill for $15,000 and will install machinery.

The J. Reynolds Company, West Lorne, Ont., is handling a large contract for the building of 50 cars of hoop and cooperage stock.

Woodworking machinery [illegible]

The Robinson Cabinet Manufacturing Company has been incorporated by H. S. Robinson, of Toledo, O., to establish a factory at Walkerville, Ont.

The Standard Cabinet Co., Limited, of Montreal, Que., has bought the A. J. Boulton Sash Co., Limited, of Vancouver, B. C., and the latter concern will be known as the Standard Sash Works.

The St. Louis (N. B.) Desk Company will install a larger factory at Coldbrook, near that place.

The lumber business at New Castle, N. S., is good; prices are higher, [illegible] with the added cost of coal and increased freight rates.

The British coal mining corporations are becoming anxious concerning the supply of timber props. These props have formerly come from the Baltic ports, and the trade in them is worth $20,000,000 a year. The Board of Trade of London, England, has sent a deputation of commissioners to confer with Hamilton Wickes, British trade commissioner of Montreal, as to the possibility of getting a supply from Canada, provided prices are not too high. However, the fact that supplies can be secured from the south of France, Portugal and the Russian Baltic ports, may tend to keep the prices down.

British railway contractors and excavating works are inquiring for wood sleepers, suitable for railway construction. Large orders have been placed in British Columbia.

## CHICAGO

B. J. Goodman of the Little Lake Lumber Company, Little Lake, Mich., was in Chicago on Friday of this week on his way home from Detroit. Mr. Goodman took in the third game of the city series.

H. M. Wheeler of Jonesville, La., has been in Chicago this week.

O. C. Lemcke of the Underwood Veneer Company, Wausau, Wis., spent a few days in Chicago last week.

J. H. Faust of J. H. Faust & Co., Paducah, Ky., spent a few days in Chicago a week ago.

W. H. Weller of Cincinnati, O., secretary of the Hardwood Manufacturers' Association of the United States, recently spent a week in Chicago in connection with affairs of that association.

S. O. Moore, sales manager of the American Column & Lumber Company, St. Albans, W. Va., spent a few days of last week with the local trade.

C. L. Faust of Faust Brothers Lumber Company, Paducah, Ky., was in Chicago a couple of days during last week in conference with the local manager, J. F. Mingen.

W. H. Russe of Russe & Burgess, Inc., Memphis, Tenn., was in the city a few days ago and announced that that company's new mill is about to be turned over, although it will not be put on regular run just yet.

H. W. Baker of the Baker-Matthews Manufacturing Company, Sikeston, Mo., has been around the city for several days.

E. A. Hamer, Chassell, Mich., was in Chicago a few days recently attending the session of the board of governors of the National Lumber Manufacturers' Association.

N. A. Gladding of E. C. Atkins & Co., Indianapolis, Ind., has been around the city for about a week.

R. M. Carrier of the Carrier Lumber & Manufacturing Company, Sardis, Miss., was in the city last week on business and in attendance at the meeting of the board of governors of the National Lumber Manufacturers' Association.

C. A. Bigelow of the Kneeland-Bigelow Company was one of the prominent northern visitors to the local trade recently.

F. L. Richardson of the Richardson Lumber Company, Alpena, and Bay City, Mich., spent part of last week with the Chicago trade.

W. C. Landon of the Barker & Stewart Lumber Company, Wausau, Wis., attended the meeting of the board of governors of the National Lumber Manufacturers' Association held at Chicago last week.

F. V. Higginson, wholesaler of veneers of Rockford, Ill., announces that he has opened an office in Chicago to extend his business in that line.

The Stoddard Piano Company has been incorporated at Chicago with $25,000 capital.

## NEW YORK

The European Lumber Company, manufacturer of northern hardwoods, has moved its local office to Grand Central Terminal, where so many of the local wholesalers are now domiciled. Mr. Van Wert, manager at this end, returned recently from a long motor tour through New England.

George A. Yaest, who assists Sam E. Barr in the wholesale hardwood flooring business, has just joined the ranks of the benedicts. The bride was Miss Elma Florence Schroder, of Brooklyn. After the honeymoon at Bermuda and Trinidad, the couple will make their home at Rutherford, N. J.

George D. Burgess, of Russe & Burgess, Memphis, was recently in New York, returning from Europe by way of Quebec. Mr. Burgess was inconvenienced somewhat because of conditions abroad, but showed no signs of wear.

J. B. Hill, representative inspector for the Hardwood Manufacturers' Association of the United States, is now at the service of the local trade. His address is 2529 Seventh avenue, this city.

## BUFFALO

The outing committee of the Buffalo Lumber Exchange was hard at work during the early days of this month, arranging for the chestnutting party held at North Boston, this county, on October 8. F. M. Sullivan was chosen as chef of the affair and the programme called for a beefsteak dinner to be eaten out-of-doors and beneath the trees.

William M. Greer, for fourteen years a member of the Kelsey Hardwood Lumber Company, North Tonawanda, died at his home in that city on September 27, after an illness of several months. He was fifty-one years old and left a wife and two sons, Roy and Frank.

The Standard Hardwood Lumber Company has been making some improvements to its office building and raising its foundations. Trade is about the same as a month ago.

The National Lumber Company states that beech, birch and maple flooring trade holds up better than that in regular hardwood, and the mills are also holding up quotations.

Jackson & Tindle are now rebuilding their burned sawmill at Pellston, Mich. This will be a double-band mill, like the former one, and the capacity will be about the same as before.

The Hugh McLean Lumber Company is closing down its mill operations at Memphis for the present.

Miller, Sturm & Miller are getting in some stocks of hardwoods to round out assortments, the incoming lumber being chiefly oak and birch. Trade is reported as quiet.

## PITTSBURGH

Frank E. Smith, of the Breitweiser Lumber Company, is in New England this week looking up hardwood orders among the manufacturers.

The C. P. Caughey Lumber Company, Oliver building, says that trade in mine materials is beginning to look up a little. This has been an important factor in the mixed hardwood business the past year.

The plant of the Bradford Furniture Company, at Bradford, Pa., was burned September 29 with loss of $25,000. The plant was well equipped and the origin of the fire is unknown. Another recent fire in the Pittsburgh district—the wood-working plant of Joseph Simpson, at Parnassus, Pa., September 23. This plant manufactured carriage and wagon parts.

The Babcock Coal & Coke Company, of which Fred R. Babcock of this city is the head, has finally secured title to the works of the Sewell Lumber Company in West Virginia for $230,000. The sale was made with the permission of the court upon petition of the receivers of the Sewell company, who were Samuel Bailey, Jr., and Harry W. Loon.

The Clay McKelvy Lumber Company, capital $50,000, has received a Pennsylvania charter. The incorporators are: W. A. Clay, J. M. McKelvy and J. D. Brickley, of Pittsburgh.

The West Penn Lumber Company reports a fair trade in hardwoods, but says that new business is very hard to get. Prices are showing weak spots in some places and stocks are said to be accumulating at the mills.

## BOSTON

The lumber trade of Boston has suffered a severe loss in the death of Elmer O. Lake, senior member of the E. O. Lake Lumber Company. For some thirty years he had been associated with the Northern Lumber Company, of St. Johnsbury, Vt., and about fifteen years ago became vice-president and Boston manager of that company. During the last year he withdrew from the Northern Lumber Company and organized, with his son and several others, the E. O. Lake Lumber Company.

The New Haven Lumber Company, of New Haven, Conn., having been petitioned in bankruptcy with reported liabilities of $214,742 and assets of $183,546, Judge Thomas of the United States court has appointed Jacob Caplin as temporary receiver.

## BALTIMORE

That the war has not stopped the movement of Circassian walnut was shown last week, when the Johnston Line steamer Swanmore got into Baltimore from Liverpool with a total of 113 logs of that wood. Apparently, the logs were shipped from some Caspian sea port through the Mediterranean to Liverpool and there reloaded upon the liner.

Harris Manufacturing Company
Johnson City, Tennessee
"Harris" Hardwood Flooring
and Lumber

MEMPHIS

E. Sondheimer Co.
Wholesale Manufacturers and Exporters
RED GUM
SAP GUM
COTTONWOOD
CYPRESS
ASH
PLAIN OAK
QUARTERED OAK
HICKORY
SOFT ELM
SYCAMORE
All Grades and Thicknesses
We make a specialty of mixed cars of Sap and Red Gum, One-half to Two inches thick.

DUGAN LUMBER CO.
Manufacturers and Shippers Hardwood Lumber
MEMPHIS TENNESSEE

TIMBER ESTIMATES
REPORTS INCLUDED
TOPOGRAPHICAL MAP, DETAIL ESTIMATES & WRITTEN REPORT
GARDNER & HOWE
ENGINEERS
Clarence W. Griffith Department Manager. Porter Building. Memphis, Tenn.

TSCHUDY LUMBER CO.
MANUFACTURERS OF
St. Francis Basin Hardwoods
SPECIAL BILLS LONG STOCK
OAK, ASH and CYPRESS
18 to 30 feet Sawed to Order
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ADDRESS CORRESPONDENCE TO GENERAL OFFICE
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Manufacturers Southern Hardwoods
Quartered Oak a Specialty
Memphis Tennessee

# RED GUM
(Leading Manufacturers)

**OUR SPECIALTY**

## St. Francis Basin Red Gum

WE MANUFACTURE

**Southern Hardwoods**

**Gum, Oak and Ash**

**J. H. Bonner & Sons**

Mills and Office, QUIGLEY, ARK. Postoffice and Telegraph Office, HETH, ARK.

## ARCHER LUMBER COMPANY
HELENA, ARKANSAS

Manufacturers of

**HARDWOODS**

SEND US YOUR INQUIRIES

We can furnish your entire requirements in Hardwoods

OUR SPECIALTY — RED GUM

## ST. FRANCIS BASIN RED GUM
(Kraetzer Cured)

**Flat-Dry-Bright-Band Sawn**

*Write for lists and prices*

**GEO. C. BROWN & CO., PROCTOR, ARK.**
(20 miles from Memphis, on C. R. I. & P. Railroad)

## MILLER LUMBER CO.
**Marianna, Arkansas**

We offer for immediate shipment the following stock 12 months and over dry:

10 cars 4/4 1st and 2nd Red Gum
7 cars 5/4 1st and 2nd Red Gum
4 cars 6/4 1st and 2nd Red Gum
2 cars 8/4 1st and 2nd Red Gum
10 cars 4/4 No. 1 Com. Red Gum
2 cars 5/4 No. 1 Com. Red Gum
1 car 8/4 No. 1 Com. Red Gum
10 cars 4/4 13 to 17" Gum Box Boards

THE FOLLOWING NINETY DAYS TO SIX MONTHS DRY:

1 car 4/4 Select and Better Cypress
2 cars 5/4 Select and Better Cypress
1 car 4/4 1st and 2nd Ash 10 and 12' lengths
1 car 4/4 No. 2 Common Plain White Oak
1 car 4/4 No. 1 Common and Better Qtd. White Oak Strips
2 cars 4/4 No. 2 Common Plain Red Oak


[illegible] which has been operating the place ever since under the new name. Howard W. Jackson is president of the company.

The question of the validity of the West Virginia "cedar rust" law, which has caused considerable feeling throughout the state between fruit [illegible] by Judge J. M. Woods, in the circuit court at Martinsburg, who held that the [illegible] and provided that cedars affected with the disease might be destroyed under certain conditions without compensation to the owners. Attempts have been made in different parts of the state to enforce the law, but in Berkeley county determined resistance was encountered, and one of the [illegible] Commission, to prevent further destruction of the trees upon his land. [illegible] comply with those provisions of the law which contemplate the protection of cedars and other trees not affected.

The new warehouse of the Morgan Millwork Company, on North avenue, is almost completed, and will be taken possession of within the next few weeks. The structure contains five stories and with its substantial brick facade constitutes a real ornament to the neighborhood. It is one of the most spacious buildings of its kind in this city, and will bring the company in closer touch with a section that is undergoing rapid development. In addition, it will have direct railroad connection with all of the principal lines out of the city, besides being equipped with all modern facilities for handling sash, doors and blinds.

The sawmill of former State Senator D. Harley Boyce, on Laurel river, three miles west of Laurel, Del., was burned recently with a loss of about $2,000.

## COLUMBUS

Building operations in Columbus are still active, as is shown by the report of the building inspector for the month of September. There were 199 permits issued during the month at a valuation of $491,725 as compared with 237 permits and a valuation of $473,195 in September, 1913. Since the first of the year 2,208 permits having a valuation of $4,853,260 have been granted as compared with 2,069 permits and a valuation of $4,087,083 for the corresponding period in 1913.

Papers have been filed with the secretary of state decreasing the capital stock of the W. F. Rosser Lumber Company of Arcanum, Ohio, from $40,000 to $20,000.

At Oxford, Ohio, the Western Water Motor Company has started to manufacture washing machines.

John Willaeur of Mt. Victory, Ohio, has opened a factory at Kenton, Ohio, for the manufacture of baseball bats.

At Alliance, Ohio, S. F. Tombough has recently opened an office to handle lumber both wholesale and retail.

Papers have been filed increasing the capital of the Builders' Supply Company of Akron from $10,000 to $40,000.

The Everett Lumber and Supply Company of North Baltimore, Ohio, recently incorporated with a capital of $15,000 to take over the Everett mill, has been organized by the election of the following officers: Edward Clay, Perrysburg, president; F. B. Mitchell, Toledo, vice-president; Norris Curtis, secretary, and A. J. Heney, treasurer.

R. W. Horton, sales manager for the central division of the W. M. Ritter Lumber Company, reports an improvement in the hardwood trade during the past fortnight. The volume is better and dealers are now buying better. Buying is also being done by furniture and vehicle factories. Prices are generally well maintained. Mr. Horton recently returned from a business trip through New York state.

J. A. Ford of the Imperial Lumber Company reports a fairly good demand for hardwoods with prices steady in most respects.

## TOLEDO

State Superintendent of Banks Latanner has made public his findings from the reports of the Ohio banks under date of September 12. The reports show that there was a falling off in aggregate resources in the five larger cities of the state, while the smaller cities and country banks show a large increase. The reserves averaged as follows in the larger cities: Toledo and Dayton, 16½ per cent; Cleveland, 15½ per cent; Cincinnati, 14½ per cent; Columbus, 25 per cent. The average reserve for the state is 17½ per cent, giving the country banks an average of more than 20 per cent. The banks deny calling of loans or the charging of increased rates of interest.

The Gotshall Manufacturing Company has purchased a factory site consisting of seventeen acres on Dorr street, for which the sum of ap-

proximately $18,000 was paid. The Gotshall Manufacturing Company makes lumber, building equipment and materials. The present factory is located on Dorr street near the Lake Shore tracks. It was not stated definitely when the construction of the new factory would begin, but it is the company's intention to build at an early date.

The Skinner Bending Company reports a very quiet business, the demand being light from every section of the country. Prices are off somewhat both ways.

The Booth Column Company, which recently went into the business of making automobile bumpers, reports the new line as selling well. President Booth has just returned from Michigan, where he established agencies.

F. M. Fritch, president of the Eagle Woodenware Company of Hamilton, O., is extremely optimistic as to the future. He declares that a general improvement is already visible and states that the business at his plant is fifteen per cent better than was done a year ago at the same time. Within the past few weeks the force at this plant has been increased fifteen per cent.

## INDIANAPOLIS

Local offices of the Nebeker Tie Company, manufacturer of railway ties, have been moved from the State Life building to the Fletcher Savings and Trust building.

Building permits issued by the city last month amounted to $411,628, as compared with $675,504 issued in September, 1914. The financial situation is held responsible for the decrease.

The Huff-Stickler Lumber Company has been organized and incorporated with an authorized capitalization of $10,000 at South Bend by O. G. Huff, B. E. Huff and C. F. Stickler.

The next meeting of the Quartered Oak Veneer Manufacturers' Association will be held in this city in December. It is expected the meeting will be of much importance, as data will be presented showing the amount of stock on hand and the condition of the market throughout Indiana and adjacent states.

## MEMPHIS

Amado & Co., a Memphis firm, has made application for a charter to carry on a brokerage, export and import business in South America, Central America, Cuba and Spain. It has a capital stock of $10,000, and among its clientele are a number of hardwood lumber manufacturers who will use the services of this firm in opening up new outlets for their products in the countries named, with particular reference to South America. This firm has already been doing some business with the countries in question, and is incorporating in order that it might better organize its forces and increase its facilities.

The Shubuta Ice Factory, at Shubuta, Miss., will soon be operating a woodworking plant in connection with its ice manufacturing facilities. This company is in the market for woodworking machinery and is anxious to have catalogs and prices along this line.

The Jonesboro, Lake City & Eastern Railroad has a contract with the Creamery Package Company, Blytheville, Ark., to transport the timber from 10,000 acres of land belonging to the latter. This was acquired two years ago. It is necessary for the road to construct eight miles of track, but the returns will be in the neighborhood of $20,000 per year in freight.

For the first time in a number of years, makers of railroad ties in the territory around Cotter, Ark., have found themselves without orders. That section of the country has for years done a big business in ties, but the railroads have stopped making improvements and repairs wherever possible, and this has practically cut off demand.

A dispatch recently received from Pine Bluff, Ark., states that notes of a face value of $18,000, executed by the Richland Stave and Lumber Company, and held by the Bank of Pine Bluff, have been authorized to be sold for $5,000. The order was issued by Chancellor Jno. M. Elliott.

The Line-Woods Lumber Company, of Louisiana, has filed articles with the secretary of state of Arkansas, naming J. G. Boyce, of Texarkana, as state agent. The capital stock is $65,000, and it is scheduled that the company has $53,860 invested in that state. Wm. Buchanan is president of the company.

## NASHVILLE

The hearing of the complaint of Nashville lumber firms against the Louisville & Nashville Railroad, Nashville, Chattanooga & St. Louis Railway and Tennessee Central Railroad on rates on logs and lumber from points in Tennessee to Nashville consumed several days of the time of the Tennessee Railroad Commission last week. This case has attracted more interest among lumbermen in this section than any contest brought up for some time. General revision of intrastate rates is sought from many points, and reductions of from ten to fifty per cent are sought. It is claimed that the rates in force are entirely out of line with rates in adjacent states. A. B. Ransom, Henderson Baker, S. Lieberman, T. A. Washington, Sidney A. Dies and A. N. Trice are among the local lumbermen who appeared as witnesses in the case. Charles Barham, general freight agent of the Nashville, Chattanooga & St. Louis Railway, was the principal witness for defendants, going into a detailed statement of the rates and the basis. When attention of the Tennessee Central management was called to the fact that its rates on cedar, walnut and cherry were higher

**BLISS-COOK OAK CO.**
**BLISSVILLE, ARK.**
MANUFACTURERS
Oak Mouldings, Casing, Base and Interior Trim. Also Dixie Brand Oak Flooring.
As Well As
**OAK, ASH and GUM LUMBER**
Can furnish anything in Oak, air dried or kiln dried, rough or dressed
MIXED ORDERS OUR SPECIALTY

**Our Corps of Inspectors**
Intelligent! Highly Trained! Conscientious!
is assurance that you will get what your order calls for when you buy Gum from us
**Himmelberger-Harrison Lumber Company**
Cape Girardeau, Missouri

**Baker-Matthews Manufacturing Co.**
Sikeston, Mo.
**Band Sawn Southern Hardwoods**
SPECIALTIES
RED GUM, PLAIN OAK
SEND US YOUR INQUIRIES

WE OFFER THE FOLLOWING
**Band Sawn Stock**
4/4 Com. & Better Sap Gum
4/4 Com. & Better Red Gum
6/4 Com. & Better Red Gum
5/4 & 8/4 1s & 2s Red Gum
Quartered and Plain Red and White Oak
This stock contains a good percentage of 14' and 16' lengths and is of excellent widths
**W. W. GARY,** INVERNESS, MISS.
**HARDWOOD LUMBER AND LOGS**

**JAMES & ABBOT COMPANY**
**Lumber and Timber**
**No. 165 Milk St., BOSTON, MASS.**

**Birch Veneers.** Also Elm, Maple and Basswood
WE MANUFACTURE FINE ROTARY CUT
**STOLLE LUMBER & VENEER CO. Tripoli, Wis.**

**STEVEN & JARVIS LUMBER CO.**
**OF EAU CLAIRE, WISCONSIN**
OFFER YOU STANDARD GRADES
WELL MANUFACTURED
ASH BASSWOOD BIRCH
ROCK AND SOFT ELM
HARD AND SOFT MAPLE
Stocks cut 4/4, 5/4, 6/4, 8/4, 10/4, 12/4
WRITE US FOR PRICES DELIVERED YOUR STATION

"ANDREWS" Dried Lumber
is Better Lumber

**"ANDREWS"**
Products Represent Perfection,
Reliability, Results

"Andrews" Moist Air Lumber Driers | Condensing —OR— Ventilated

Perfect Transfer Cars
Perfect Dry Kiln Trucks
Canvas Dry Kiln Doors

*Write for Information*
DRIER DEPARTMENT
**The A. H. Andrews Co.**
115-117 S. Wabash Avenue
CHICAGO, ILLINOIS

## BRISTOL

Commissioner Sam E. Scale of the Scale Lumber & Manufacturing Co., of Atlanta, Ga., was in this city and attended the meeting of the Hardwood Club. He reports that Attorney General McReynolds has just rendered a decision which will permit the immediate acquisition of an area of 125,000 acres of forest land in east Tennessee, to be included in the Appalachian Forest reserve. The Department of Agriculture has been unable to take over this land, although its purchase was recommended some time ago by the National Forest Reservation Commission, for the reason that there was a question in regard to the title, involving old Indian grants of the land, which had to be submitted to the Attorney General. Several other large areas will be taken over at once.

Jim Douglas & Wilder, of Johnson City, Tenn., were in this city on Monday. Mr. Douglas was operating in Wise county, Virginia, where he purchased a large area of timberland and installed a band mill.

Timber land prices in this section are very high and continually going up, and Douglas has had numerous offers for his timber, but will not sell, having just turned his mill and logging plant over to his brother, Charles Douglas, who will operate it.

## LOUISVILLE

The Louisville Hardwood Club will have its annual meeting November 10, which will mark the close of six years of work. The club has had a successful year, and is larger and stronger than at any other time in its history. The situation as to new officers has not been canvassed, but as President Stuart R. Cecil has indicated that he will not serve again, it is believed that Harry E. Kline of the Louisville Veneer Mills, who is now vice-president, will be elected. C. M. Sears of the Edw. L. Davis Lumber Company is treasurer, and has the unique record of having held the position ever since the club was organized. His re-election is assured.

The Hardwood Club is interested in getting the Louisville & Nashville Railroad to grant better terms regarding the milling-in-transit of logs. The railway required logs to be manufactured and the lumber shipped out within one year from the receipt of the logs in order to get the refund. This works a severe hardship on the manufacturers, especially during times of quiet business, such as the present. The Evansville, Ind., Lumbermen's Club took up the question of co-operation to relieve conditions with the local organization, and a committee was appointed by the Hardwood Club to take action.

A. E. Norman of the Norman Lumber Company was ready to take heroic measures to meet the situation caused by the advances in rates, especially on gum, when the Interstate Commerce Commission suspended the advance until January 28. He had arranged for the shipping out of several hundred thousand feet of gum from the Louisiana plant, which would have saved a large sum, as the rate on gum was advanced in some instances as much as five and one-half cents. The suspension was received with considerable rejoicing in Louisville.

Panel men are taking a prominent part in the work of the Falls City Woodworkers' Club, which has been in existence for several months. It is largely a social body, meeting monthly at one of the hotels for a smoker and a round of trade gossip. Some interesting addresses have been delivered at the club recently, those on automatic sprinklers and workmen's compensation standing out strong. The Louisville Veneer Mills, the Jefferson Woodworking Company, which makes table rims and slides, and the New Albany Veneering Company are among the members of the club.

T. M. Brown of the W. P. Brown & Sons Lumber Company did not take in the world's series this time, this being the first event of the sort he has missed in years. Mr. Brown is one of the real baseball fans among the lumbermen. The local lumberman was recently appointed a member of the executive committee of the National Hardwood Lumber Association by President Babcock, who recognized the fine work which Mr. Brown has done for the organization during the past four years that he has been connected with it in an official capacity.

Lumbermen with mills are keenly interested in the outcome of litigation to determine the validity of the Kentucky workmen's compensation law, which was enacted at the legislative session last winter. The decision of the court of appeals is expected by November 1, when employers are required under the act to indicate whether they will insure with the state, or will carry their liability in some other way. While the rate to be charged by the state is low, lumber manufacturers are afraid that the revenues will not be sufficient to pay losses, and that workmen will not be able to recover. A peculiar feature of the law is that wholesale lumber yards are not included, although there are numerous hazards connected with handling lumber.

The Louisville & Nashville has indicated that it is expecting a heavy demand for cars in the near future by placing an embargo on its equipment. Shipments for central and eastern territory must therefore be loaded in foreign cars. The road has also been short of flat cars for use in handling logs. It has been suggested, in explanation of this condition, that the carriers have not been doing much repair work, judging by their lumber purchases, and that the Louisville & Nashville desires to retain all of the good cars that it has for its own use.

State Forester J. E. Barton, who has been active in forming county forest organizations for the protection of timber, chiefly from fire, has added another to the list in Whitney county. Bell, Harlan and Rowan are similarly organized.

## ST. LOUIS

In response to protests filed by the St. Louis Lumbermen's Exchange, St. Louis lumbermen and others interested, the Interstate Commerce Commission at Washington has wired the information that the proposed tariff, advancing rates from southern mills to St. Louis, Cairo, Thebes, etc., which was to have taken effect October 1, has been suspended until January 28, 1915.

This means that before the advances are allowed there will be a hearing on these rates. The retail lumber dealers in St. Louis have taken the matter up and formal complaint will be filed with the commission. The matter is now in the hands of their attorneys. Prior to 1911, the rate to St. Louis from what is known as the blanket territory, stretching from the Arkansas river to the gulf, was eighteen cents. In 1911 the tariff was advanced to nineteen cents and the new schedule proposed a rate of twenty cents. The decision affects all southern territory, both east and west of the Mississippi river, in which the new rate was to apply. Based on the 1913 statistics, when 208,464 cars of lumber from the affected territory were received in St. Louis, the proposed advance would have meant approximately a million and a quarter dollars additional revenue to the railroads.

September receipts of lumber by rail into St. Louis, as reported by the Merchants Exchange, aggregated 16,417 cars. In September, 1913, the receipts represented 17,531 cars, showing a loss during September this year of 1,114 cars. Shipments of lumber by rail in September, 1914, were 11,288 cars. In September, 1913, shipments were 12,762 cars, a falling off this September of 1,474 cars.

A buffet luncheon was given by the Lumbermen's Club of St. Louis in its club rooms, September 22, between the hours of noon and three o'clock. A light luncheon was served, and it was attended by the club members and their friends. Secretary Pier and the members of the entertainment committee saw that all were given a good time.

## WISCONSIN

The C. C. Collins Lumber Company has filed articles of incorporation with $250,000 capital stock. The incorporators are C. C. Collins, Anna Collins and Joseph M. Boyd. Headquarters will be at Madison.

C. K. Averill, George E. Logan and A. H. Hoel, of Spring Valley, have incorporated the Spring Valley Lumber and Supply Company with a capital stock of $30,000.

A new concern has started operations at Reedsburg under the style of Reedsburg Broom Works, to manufacture brooms. Otto and Edgar Lange are the owners, and nine styles of brooms are being produced.

Additions, which will be erected at a cost of $50,000, are under way at the plant of the Bain Wagon Company, at Kenosha. Contracts have been let for the foundations of two structures of brick, concrete and mill construction, two stories and basement, 54 by 192 and 50 by 175, and for warehouse and paint shop, 44 by 76 feet.

Several Wisconsin cities, including Kenosha, are considering a proposition for the location of a wood-working plant in their town. The Skudder Manufacturing Company, of Chicago, which makes a sort of a cart for children known as skudders, is seeking 10,000 feet of floor space to take care of its rapidly increasing business.

The Willow River Lumber Company, of Hayward, has again started its loaders, thereby giving employment to about two hundred men in the woods.

The Peshtigo Lumber Company is putting in the deadhead logs that were taken from the river bottom, between Marinette and Bagley Junction, several years ago and left on the river bank to dry. A crew has started to float out the logs to the mill, where they will be sawed.

A railroad line which will open up one of the best timber belts in the state is being built by the Chicago & North-Western railroad, which has awarded contracts. The logging road will be constructed from Kingston, five miles west to Crandon. Much of the timber to be opened up is


# WISCONSIN

3 Cars 1″ No. 3 Soft Elm

5 Cars 1½″ No. 3 Soft Elm

2 Cars 1″ 1s and 2s Birch

3 Cars 2″ 1s and 2s Hard Maple

10 Cars 5/4″ No. 2 Common and Better Birch

**Gill-Dawley Lumber Co.**
**Wausau, Wis.**

**BAND SAWED WISCONSIN HARDWOODS**
**Dry Stock For Prompt Shipment**

| BASSWOOD | | BIRCH | |
|---|---|---|---|
| 20M 4/4 | No. 3 common | 70M 4/4 | No. 1 com. & bet. plain |
| 30M 1x4 | No. 2 and 3 common | 100M 4/4 | No. 1 com. & bet. red |
| 15M 5/4 | No. 1 com. and better | 5M 5/4 | 1st and 2nd red |
| 25M 5/4 | No. 1 common | 10M 5/4 | No. 1 common red |
| 10M 5/4 | No. 2 common | 6M 5/4 | No. 1 common plain |
| 20M 5/4 | No. 3 common | 3M 6/4 | 1st and 2nd plain |
| 13M 6/4 | 1st and 2nd | 13M 6/4 | 1st and 2nd red |
| 15M 6/4 | No. 1 common | 4M 8/4 | 1st and 2nd plain |
| 15M 6/4 | No. 3 common | 6M 8/4 | 1st and 2nd red |
| WHITE OAK | | ROCK ELM | |
| 10M 8/4 | No. 1 and No. 2 com. | 50M 8/4 | No. 2 com. and better |

HARD MAPLE
40M 8/4 No. 2 common and better

**Our 1914 cut of well assorted HARDWOODS AND HEMLOCK will soon be in shipping condition.**

*Send us your inquiries*

**ARPIN HARDWOOD LUMBER COMPANY**
Grand Rapids, Wis. ATLANTA, WIS.
Saw mills and planing mill at Atlanta, Wisconsin.

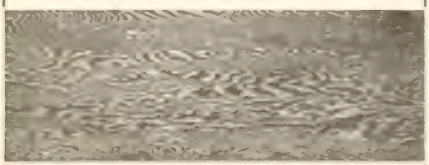
**The Tegge Lumber Co.**

**High Grade**
**Northern and Southern**
**Hardwoods and Mahogany**

**Specialties**
**OAK, MAPLE, CYPRESS, POPLAR**

**Milwaukee, Wisconsin**

THE GLUE THAT IS APPLIED COLD



## In Flush Veneered Doors

The chief consideration is uniformly high-grade glue. Manufacturers of this modern type of door realize that its development has been retarded because the unavoidable lack of uniformity in other types of glue makes it impossible to know how long a door will stay in condition. The

## Use

Of vegetable glue insures **absolute uniformity** because of the very nature of preparing it and because every pound of our raw material is rigidly inspected.

## Vegetable Glue

Is also a rigid and permanent adherent; will not blister in sanding; has no disagreeable odor; will not deteriorate in standing—for a week if necessary; and can be applied cold without any heating application of any kind in the glue room. In addition, the average saving over former glue bills has been twenty per cent where vegetable glue is used.

**A DOOR MAKER SAYS:**

*Tacoma, Washington, U. S. A., Sept. 29, 1913.*
*File B.*

*South Bend, Indiana.*

*use of Perkins vegetable glue, its uniformity and the satisfactory results we have obtained, together with the courtesy we have been uniformly shown by the officers and representatives of the company, prompt us to express in this way our appreciation of the Perkins Glue Company and its products.*

*Yours very truly,*
*THE WHEELER, OSGOOD COMPANY,*
*RHC:S* *R. H. Clarke, Treasurer.*

**Perkins Glue Company**
**Originators and Patentees**
**805 J. M. S. Building, South Bend, Indiana**

THE GLUE THAT RUNS ABSOLUTELY UNIFORM

all of its departments, however, and officials of the company are hopeful

pany have been requested to co-operate in arranging the business so that the concern can continue to fill its large amount of orders.

Bond, died at his home in that city recently. He was a native of Ger

A. Oscar Jenne, well known retired lumberman of Rhinelander, passed away at St. Mary's Hospital after an illness of seven years' duration. He was born in New York state sixty-nine years ago. He was in charge

until the mill ceased operations.

The sawmill of the Faust Lumber Company at Antigo has finished its season's cut, and the Kellogg Lumber Company's mills in that city and Polar have also been closed. Shipments of lumber have almost ceased and unless the end of the European war brings about a general business

lumbermen are endeavoring to break contracts with loggers. The logging season will start late and some camps may not be opened. According to Harry Heineman, president of the Heineman Lumber Company, of Wau

recently closed down for repairs.

R. S. Kellogg, secretary of the Northern Hemlock and Hardwood Manufacturers' Association, has accepted the position of chairman of a committee of three on forest utilization, under the auspices of the American Forestry Association. The scope of the committee which Mr. Kellogg heads is the cutting and use of timber, logging, manufacturing, by-products and wood preserving.

The exhibit of the Northern Hemlock and Hardwood Manufacturers' Association, which was shown in the county building at the State Fair at Milwaukee recently, was of great interest to visitors. Literature was distributed explaining the different kinds of woods on exhibition. Over one hundred and fifty architects, contractors and builders filed their names in application for additional information and samples. The same exhibit, in charge of O. A. King, was also sent to various county fairs throughout the state.

## DETROIT

The property of the Standish Lumber Company at Standish, Mich., has been sold to Thomas Walking and John Castle, of Pinconning.

The Forest Lumber Company will dismantle its mill at Tower, Mich., and will remove it to the upper peninsula where the firm owns large tracts of virgin timber.

Wm. Horner of Newberry, manufacturer of hardwood flooring, has started the erection of a warehouse 70x200 feet, which will have a storage capacity of more than 2,000,000 feet of finished product. A railroad will be built through the center of the warehouse to expedite the handling

An overhented oven caused a $3,000 fire at the plant of the Adjustable Table Company at Grand Rapids. Much of the damage was due to water from an automatic sprinkler system.

Henrietta, an old lumber town, has been destroyed by fire. It was the third lumber town in that section of Michigan to be destroyed, the others being Yuma and Sherman.

The Booth Manufacturing Company, operating a furniture plant at Howard City, has filed a voluntary petition in bankruptcy. The plant has been idle practically all summer and the failure is attributed to unsettled business conditions.

The Richardson Lumber Company of Alpena, is about to re-open its lumber camps for the winter logging season.

R. H. Bailey & Son is the name of a company organized at Houghton to manufacture motor boats and canoes.

Wells Higman & Co. of Traverse City has completed one of the largest timber deals of the year. The company bought thirty-two square miles of virgin timber located on Batchawana Bay, District of Algoma, Ontario, from the Batchawana Timber Land Sales Company. The tract is thirty-five miles north of Sault Ste. Marie, Mich., and contains 150,000,000 feet of saw timber and 100,000 telegraph poles, in addition to a large number of posts and much pulpwood.

The barge Mary A. Burke burned to the water's edge at the Jamison

docks at St. Ignace, Mich. Fire spread to lumber piles on the docks, causing a loss of more than $5,000.

Yuill Brothers, lumbermen at Vanderbilt, Mich., purpose to enter the public utility field by erecting a power plant at Sturgeon river. They would provide Gaylord, Vanderbilt and other villages with current, which they are now without.

# The Hardwood Market

## CHICAGO

There is one feature which is still the most evident condition surrounding the Chicago trade, that is, there has been practically no change worth noting, either for the better or worse and the general situation continues both as to price and demand on just about the same plane that has maintained since a couple of weeks after the war broke out. Buying locally continues to be extremely spotty and the evidence of lack of life is still current. In any period of uncertain times there are occasional concerns for one reason or another that secure a considerable quantity of business, and that condition is true now. However, this could hardly be credited as a criterion of the general situation locally.

What sales are made are still for immediate shipment, of course, and the average prices realized continue to be materially off. However, this tendency is not strengthening but is rather working in the opposite direction as responsible millmen are refusing to part with their stocks at prices which would allow the wholesalers to sell without avoidance of loss.

The building situation locally is in fair shape and the consuming factories are working a fair proportion of the total time. All lines of purchase, however, are continuing to buy in small lots, this including the yards. There are very few complete stocks of hardwoods in the city at this time.

## NEW YORK

There is little of interest in the present lumber market. Reports vary as to the amount of going business and prices obtaining, but in sum the situation is unchanged in both respects. The buying is confined to actual needs and with free offerings the prices are low. The brightest spot is the hardwood flooring business, which is holding up remarkably well. Building in Greater New York is fair in prospect, though at present below normal. Manhattan is showing less activity in this line, comparatively, than any of the four residential boroughs. Building figures are being cited as favorable signs of returning activity, as actual work is now more nearly equal to proposed operations from which the statistics are generally gathered. Collections are said to be as slow now as ever in history.

## BUFFALO

The hardwood trade has not changed for the better to any extent within the past two weeks. Trade is very dull and the quantity of lumber moving from the yards is much below the average. No great improvement is looked for in the near future, though it is believed that some stocks will become firmer as the result of the shutting down of so many sawmills. A little stock is occasionally being brought into the yards, but there is a general tendency to restrict purchases as much as possible.

The furniture trade is taking little stock, most factories running on short time. The leaders of it appear to be trying to create a new interest by making some quite radical changes in the upholstering of chairs and sofas. A Buffalo lumberman who is in touch with a big Rochester furniture concern is informed that the tendency is to drop leather coverings and put in their place elaborately brocaded cotton fabrics, which might easily be made to produce as good an effect at less cost.

Some plain oak is being sold right along, the price remaining about as it has been for several weeks past. Brown and white ash are in fair demand, but no hardwood is moving at any active rate. Flooring of different kinds is in pretty fair sale, the trade being relatively better than that in lumber. Low grades in most all woods are holding firm in price, and the quantity available is small.

## PHILADELPHIA

In the face of an increasingly attenuated business, the lumberman continues to be cheerful. To accept conditions philosophically and patiently wait for the straightening out of an unforeseen economic tangle, business men here feel it to be wiser than constantly looking for misfortune which may never arrive. The prospective merchant marine and the strong and concerted action of the Philadelphia merchants in their efforts to secure new outlets for American goods must eventually result in an extensive advance in trading all along the line. The farmer will soon come into the market, and the banks which for obvious reasons have been withholding loans, realizing that their attitude will neither make nor hold friends,


VENEER

Kentucky Veneer Works

HIGH-GRADE—WELL-MANUFACTURED

Veneers

IN SAWED AND SLICED QUARTERED WHITE OAK AND QUARTERED RED GUM. OUR ROTARY CUT GUM AND POPLAR CROSSBANDING VENEERS ARE EXCEPTIONALLY GOOD.

Louisville Kentucky

SINGLE PLY ROTARY CUT

Thin Lumber and Veneers, Poplar, Gum, Oak, Yellow Pine and Cypress

The best that choice logs, 1914 Equipment, and long experience can produce.

WRITE FOR OUR LIST OF RANDOM AND OFF SIZES AT ATTRACTIVE PRICES

Old Dominion Veneer Company
NORTH EMPORIA, VIRGINIA

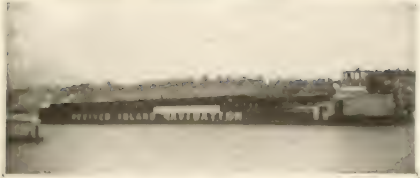
Rotary Cut Veneers
in Gum
in Oak
in Ash

Flat Drawer Bottoms

Band Sawn Hardwood Lumber
All kinds
All grades
All thickness

*Made by ourselves*
*In our own mills*

Stimson Veneer & Lumber Co.
Memphis Box 1015 Tennessee




# Revived Inland Navigation

Our cargo of 350,000 feet of Oak and Gum from our Jeffris, La., mill on its way up the Mississippi River on the new Gas Producing, Self Propelled Steel Barge.

This cargo was unloaded at St. Louis, Mo., and Alton, Ill., on August 1st and 2nd

*WE HAVE MORE IN STOCK*

## D. K. Jeffris & Co.

**CHICAGO**

HARDWOODS — CONCORDIA LAND & TIMBER CO. — Jeffris, La.

YELLOW PINE — MANCHESTER SAW MILLS — Manchester, Ala.


# From Nothing To What

Not many years ago timber was a liability, something that covered the ground and prevented its cultivation.

Today timber is property of great value.

Some day in the not distant future it will be worth a great deal more because there will be less of it and more demand for it.

We do not know what timber ultimately will be worth. Some day it will be grown as a crop and our idea is it will [illegible] profit added.

**Consult the Timber Land Factors**

## James D. Lacey & Co.

CHICAGO, ILL., 1750 McCormick Bldg.
PORTLAND, ORE., 1313 Northwestern Bank Bldg.
SEATTLE, WASH., 1009 White Building


[illegible]

## PITTSBURGH

Hardwoods [illegible] pressing hard [illegible]

## BOSTON

[illegible] this district. In addition to the currently reported instances of low [illegible] quotations. A considerable amount of the business carried on by the [illegible] The conservative attitude of the hardwood factors, both dealers and con[illegible] ket even under the condition of a greatly reduced movement of stock. While the prospect for good business is not strong, there are many evi[illegible]

## BALTIMORE

[illegible] that a positive improvement has taken place in the hardwood trade, the fact remains that any further recessions also have [illegible] than at any time within the past two months, or since the beginning of the war. On the contrary, whatever prospects there are, afford a measure of encouragement. The best informed members of the trade seem to view the future with some degree of confidence. Of course, the buyers are down to rock bottom, hardly any of them placing orders except as the lumber is actually needed. The quotations have nothing to do with the call for stocks. If any purchaser really feels that he must have certain lumber he will make inquiries and enter into commitments, but if he can do without some particular supplies, not even attractive price concessions will induce him to place the order. Usually, in the case of a buyer going into the market, there is no trouble about getting together on the matter of price, and in this connection it is stated that the sellers are getting about what they did before the war. The trade, it is said, has hardly been what might be called normal since early spring, and the curtailment of the export movement naturally caused additional pressure. But the forwardings to foreign countries are rather larger than had been supposed, and the domestic business is under correspondingly less pressure because of a quiet export situation.

Poplar is said to be exceptionally uneventful at this time, with another easing off in the lower grades of chestnut. These grades showed some improvement last spring, and there seemed to be a prospect that the producers would be able to dispose of their holdings at acceptable figures, but the market appears now to have gone back to where it was for a time, and the sellers find it by no means easy to keep down accumulations. The better grades of chestnut are in fair shape, and this is also to be said of poplar. The mills which made a specialty of turning out stocks of hardwoods for the export trade have in many instances stopped operations for the present, and as the domestic requirements are fairly well sustained, it follows that the holdings of hardwoods are in the main not inordinately large. With anything like a normal movement no accumulations are to be expected, and it is also to be said that the outlook for a continuance of an expansion in the demand is rather promising. Taken all in all, the situation is decidedly better than it might have been and there are not wanting reasons for feeling encouraged.

## COLUMBUS

[illegible] characterized the hardwood trade in Columbus and central Ohio during the past fortnight. Buying on the part of retailers is the best feature of the trade, although some buying is being done by manufacturers. On the whole the trade is in better shape than for several months and prices are fairly steady. The prospects for the future show improvement all along the line.

Dealers are selling a considerable quantity of hardwoods to take care of building operations which continue active. Since their stocks are very low they are compelled to buy steadily in order to be in a position to take care of their customers. This is one of the best features. Building operations are not only active in Columbus, but also in the cities and towns

in central Ohio. Dry stocks in the hands of mill owners are not very heavy. Shipments are coming out promptly. Furniture and vehicle concerns are also buying stocks in larger quantities. Buying of hardwoods is also being done by a number of automobile plants. Taking it all in all buying on the part of factories has improved.

Some cutting of prices has been indulged in to force trade, but this has not been sufficient to demoralize the market. The levels which have maintained for several months still prevail. Some changes have been made toward higher quotations. Collections are still bad in almost every section.

Quartered and plain oak are both in good demand and prices are steady. Poplar is ruling firm in most grades. Chestnut is still in good demand, although some weakness has appeared in sound wormy. Other hardwoods are unchanged.

## CINCINNATI

Hardwood dealers find only a spotty market but there is no question but that there is some improvement. Inquiries are somewhat lighter but they are of a more substantial character, producing more actual orders than for some time. Close figuring by wholesalers is necessary to secure what there is to be had, and they are the only ones who are getting much business except those who make a business of specialties. Extreme cautiousness by buyers of consuming plants restricts purchases abolutely to immediate wants, and request to hurry the car along further shows how close on stock many of them are running. It is expected that the burden of carrying the stock is going to fall on the manufacturer and wholesaler for some time to come.

All grades of oak, both plain and quartered, except No. 2 quartered, are moving well. Sap gum in 1st & 2nds is in very good request but the reverse is true of the same quality of red gum. No. 1 common in each case moves easily. Thick ash, usually a fast seller, is moving very slowly and this is true also of all other thicknesses, but bright prospects loom up in the near future as to the ash movement as there is a steady inquiry for such stock. Request for maple is rather on the increase. There is little improvement in the poplar situation, neither the wholesaler nor the consumer being inclined to buy beyond actual requirements.

The manufacturers of boxes and packing cases are not so busy as a few weeks ago but they are still large consumers of all low-grade hardwoods suitable for their purpose. At manufacturing points a sufficient amount of business arrives in order to keep the mills running and there does not appear to be any additional surplus as against sixty days ago. Prices at mill points for band sawn stock are firm and wholesalers who in their zeal for business take chances on lower prices find that they have to either swap dollars or furnish stock from the small mills.

## TOLEDO

The hardwood situation has not improved much, but dealers are optimistic as to the ultimate outcome. The local yards are carrying more than might be considered justifiable under existing conditions. Prices are showing some weakness, owing largely to the fact that some of the holders are anxious to unload. Not a dealer will admit that he is cutting the price, but it is noticeable that when an offering is made there are those lacking the moral courage to refuse just because the price is off the list a little. The fact that many factories are running far below normal, of course, affects the lumber business and the dearth of railroad orders continues to be keenly felt. Locally there is a good hardwood demand and considerable construction business is in progress which will provide a demand for hardwood lumber. Prices are showing some weakness, but on the whole things are holding up better than was expected a month ago and optimists still predict a good future.

## INDIANAPOLIS

The hardwood business in this locality is about the same as it has been for four or five weeks. Trade is quiet with no indication of picking up soon. There is some buying, but it is only in small quantities to meet immediate needs. There are no large stocks on hands, either in the hands of manufacturers, wholesalers or retailers. With the exception of gum, which has been off for some time, prices are holding their own fairly well. No dry stock is being thrown on the market at bargain prices.

It is estimated that the volume of the hardwood business is from twenty to twenty-five per cent less than it was at this time last year. The veneer trade is not faring so well, manufacturers saying that the volume of business is not more than fifty per cent of what it was this time last year. By curtailing production and insisting on profit making prices, manufacturers are obtaining as good prices as usual. Some of the local veneer mills have been shut down several weeks. Others have been running about half time.

## NASHVILLE

The tone of business has shown very little change in the hardwood market the past two weeks. The total volume is not so large as at the same time one year ago, but manufacturers and shippers are handling a fair amount of orders at fairly satisfactory values. The policy of curtailment of production is noted, though most of the big concerns continue to operate their plants as usual. There is a feeling in some quarters that the worst is over, and that improvement should come in the future.


**Paepcke Leicht Lumber Co.**
Conway Building 111 W. Washington Street
CHICAGO, ILLINOIS

**PLAIN WHITE OAK**

| | |
|---|---|
| 4/4 1sts and 2nds | 150,000' |
| 4/4 No. 1 Common | 225,000' |
| 4/4 No. 2 Common | 150,000' |
| 5/4 1sts and 2nds | 50,000' |
| 5/4 No. 1 Common | 25,000' |
| 5/4 No. 2 Common | 10,000' |
| 6/4 1sts and 2nds | 50,000' |
| 6/4 No. 1 Common | 50,000' |
| 6/4 No. 2 Common | 12,000' |
| 8/4 1sts and 2nds | 35,000' |
| 8/4 No. 1 Common | 50,000' |

**QUARTERED WHITE OAK**

| | |
|---|---|
| 4/4 No. 1 Common | 100,000' |
| 4/4 No. 2 Common | 50,000' |
| 5/4 1sts and 2nds | 25,000' |
| 5/4 No. 1 Common | 50,000' |
| 5/4 No. 2 Common | 8,000' |
| 6/4 No. 1 Common | 50,000' |
| 6/4 No. 2 Common | 5,000' |
| 8/4 1sts and 2nds | 12,000' |
| 8/4 No. 1 Common | 35,000' |
| 8/4 No. 2 Common | 4,000' |

**SAP GUM**

| | |
|---|---|
| 4/4 1sts and 2nds | 25,000' |
| 5/4 1sts and 2nds | 150,000' |
| 6/4 1sts and 2nds | 125,000' |

**WHITE ASH**

| | |
|---|---|
| 4/4 No. 1 Common and Better | 12,000' |
| 5/4 No. 1 Common and Better | 15,000' |
| 6/4 No. 1 Common and Better | 75,000' |
| 16/4 No. 1 Common and Better | 25,000' |

**PLAIN RED OAK**

| | |
|---|---|
| 4/4 1sts and 2nds | 100,000' |
| 4/4 No. 1 Common | 200,000' |
| 4/4 No. 2 Common | 100,000' |
| 5/4 1sts and 2nds | 50,000' |
| 5/4 No. 1 Common | 100,000' |
| 5/4 No. 2 Common | 15,000' |
| 6/4 1sts and 2nds | 75,000' |
| 6/4 No. 1 Common | 60,000' |

**RED GUM**

| | |
|---|---|
| 4/4 1sts and 2nds | 75,000' |
| 4/4 No. 1 Common | 70,000' |
| 5/4 1sts and 2nds | 75,000' |
| 5/4 No. 1 Common | 100,000' |
| 6/4 1sts and 2nds | 75,000' |
| 6/4 No. 1 Common | 50,000' |
| 8/4 1sts and 2nds | 50,000' |
| 8/4 No. 1 Common | 25,000' |

**COTTONWOOD**

| | |
|---|---|
| 4/4 Box Boards, 6-8 | 10,000' |
| 4/4 Box Boards, 9-10 | 50,000' |
| 4/4 Box Boards, 11-12 | 50,000' |
| 4/4 Box Boards, 13-17 | 100,000' |
| 4/4 1sts and 2nds 6-12 | 100,000' |
| 4/4 1sts and 2nds 13" and up | 50,000' |
| 5/4 1sts and 2nds, 6" and up | 25,000' |
| 5/4 1sts and 2nds, 8-9" | 22,000' |
| 5/4 1sts and 2nds, 10" and up | 50,000' |

**SOFT ELM**

| | |
|---|---|
| 6/4 No. 2 Common and Better | 250,000' |
| 12/4 No. 2 Common and Better | 200,000' |

Above stock is all dry and of our own production, from good logs. Consists of good widths and lengths; is band sawed and carefully edged and trimmed.

WRITE, PHONE OR WIRE FOR PRICES

**Paepcke Leicht Lumber Co.**
Conway Building 111 W. Washington St.
CHICAGO, ILLINOIS

# WANTED

All Kinds of High-Grade

## HARDWOODS

S. E. SLAYMAKER & CO.

Representing WEST VIRGINIA SPRUCE LUMBER CO., Cass, West Virginia.

Fifth Avenue Building, NEW YORK



# Mutual Fire Insurance

Best Indemnity at Lowest Net Cost
Can Be Obtained From

The Lumber Mutual Fire Insurance Company, Boston, Mass.

The Lumbermen's Mutual Insurance Company, Mansfield, Ohio.

The Pennsylvania Lumbermen's Mutual Fire Insurance Company, Philadelphia, Pa.

The Indiana Lumbermen's Mutual Insurance Company, Indianapolis, Ind.

The Central Manufacturers' Mutual Insurance Company, Van Wert, Ohio



# $141,000.00

In Savings DIVIDENDS Returned

This Year to Policy Carriers of

## The Lumbermen's Underwriting Alliance

Possibly there is no good reason why YOU were not among these beneficiaries. If it is a matter of eligibility, and you feel that your plant does not at present comply with all requirements, confer with us anyway. Let us see if it cannot be brought up to an acceptable standard at no greater cost than will be justified by the prospective saving on insurance rates.

U. S. Epperson & Company
Attorney and Manager
1101 R. A. LONG BLDG. KANSAS CITY


## BRISTOL

[illegible] this section has held up well and has to some extent stimulated business. [illegible]

## LOUISVILLE

[illegible] as the result of general conditions, an improvement in the demand has [illegible] deal of competition from uninformed sources, brokers and others without lumber of their own offering to supply it to users at extremely low prices, and then "shopping" all over the country with the order after it is placed. Shrewd buyers usually handle offerings of this kind gingerly, however, pre- [illegible] for oak for interior finish is picking up, many large structures having just reached this stage. There is not much new building of importance in sight, however. The furniture factories are expecting a stimulation of trade with the approach of the holidays, and this is likely to help the lumbermen.

## ST. LOUIS

There is a slightly improved condition in the local hardwood trade, and nearly all the items on the list are commencing a more active movement. Prices show no noticeable change, except those on choice upper grade stock for quick shipment. Plain white oak is most in demand, wide poplar boards and high-grade ash and gum are showing a better movement. Cottonwood is in better request. There is also a better movement in cypress, with prospects more encouraging. There is a steady volume of business coming from factories and yards, although not in very large volume. Better [illegible] than they did.

## MILWAUKEE

Wisconsin lumbermen are still maintaining their policy of keeping down the lumber output to a point where stocks will not pile up to any extent. This has had the effect of keeping the hardwood market steady and has prevented any decline which might have been experienced otherwise. Most lumber concerns will curtail their logging operations this season, besides holding the mill output to a smaller volume. Much lower wages will be paid in the woods this winter, according to lumbermen. Men are now returning from the Dakota harvest fields and are anxious to secure work for the winter. Lumbermen are now paying from $20 to $26 per month for men in the woods, but plenty of labor can be secured at lower figures.

Building operations in Milwaukee are a little more active and lumbermen are hopeful that it will result in an increase in business this fall. During the month of September there were 379 permits issued for the erection of buildings to cost $1,162,004, as compared with 333 permits and an investment of $874,509 during the corresponding period a year ago. Considerable building is going on in the smaller cities and towns and in the country districts about the state. Crops have been unusually good and are being disposed of at high prices, so farmers are feeling a little more prosperous and are going ahead with much delayed building this fall.

The local factory trade is not satisfactory. The sash and door plants are inclined to buy only enough to meet their present requirements. There is a fairly good trade in hardwood flooring and in most lines of interior finish. Oak seems to be a little easier, due evidently to the curtailment of the export trade. Northern hardwoods are holding fairly firm, due probably to the light stocks at most points and to the fact that the production will be kept down until the situation clears up somewhat.

## DETROIT

Conditions in the hardwood market do not show enough improvement to cause any jubilation, but nevertheless there is a spirit of optimism among the hardwood dealers who do not think that financial conditions will become more stringent than they have been, and industrial activity consequently will not slump lower than it is at present. While manufacturers are curtailing their production according to the condition of the various markets, all are operating to some extent. Very few complete suspensions are reported.

All the trade reported is for immediate consumption. Dealers do not expect that manufacturers will stock up under present conditions. The market has adjusted itself and no matter what future conditions may be there is little, if any, chance of a further decrease in prices.

There is plenty of new building going on at Detroit now although it is not so large as it was last year. Hardwood dealers report an increase in the demand for finish lines for moderate priced homes, which is expected to remain strong for some time.

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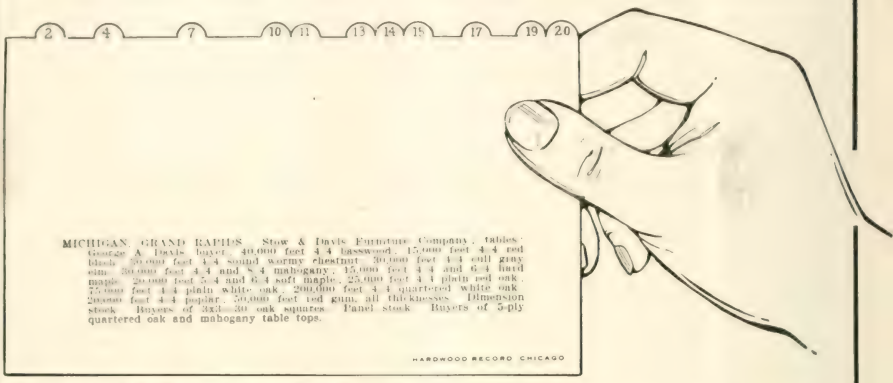
# Doesn't It Look Good To You?




Specimen of one of the thousands of patented tabbed index cards involved in Hardwood Record's copyrighted Information Service, showing annual requirements for Lumber, Dimension Stock, Veneers and Panels employed by wholesalers and hardwood manufacturing consumers throughout the United States and Canada.

Illustration of Oak Cabinet in which this Information Service is filed.

**ILLINOIS**

## Key

| | | | |
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| 1 | Ash | 12 | Hickory |
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| 6 | Cherry | 17 | Poplar |
| 7 | Chestnut | 18 | Miscellaneous including Dogwood, Holly, Locust, Persimmon, Sycamore. |
| 8 | Cottonwood | | |
| 9 | Cypress | | |
| 10 | Elm | 19 | Dimension stock |
| 11 | Gum | 20 | Veneers and panel stock |

Fac-simile of state key card between which the tabbed information cards are filed alphabetically by towns, by means of which instant reference can be made to the buyers of any kind of wood, in any locality in the United States and Canada.

THIS service is comprised in more than sixty bulletins, and additional bulletins of corrections and additions are printed frequently.

This service is kept positively up-to-date, and is indispensable to lumber and veneer sales departments.

It is an exclusive service disposed of only to HARDWOOD RECORD advertisers.

LET US TELL YOU ABOUT THE MODERATE COST

**Hardwood Record, 537 South Dearborn Street, Chicago**

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Advertisements will be inserted in this section at the following rates:

For one insertion.....20c a line
For two insertions.....35c a line
For three insertions.....50c a line
For four insertions.....60c a line

Eight words of ordinary length make one line. Heading counts as two lines. No display except the headings can be admitted.

Remittances to accompany the order. No extra charges for copies of paper containing the advertisement.

## EMPLOYMENT WANTED

### WANTED—EMPLOYMENT

When you want a salesman for New York state territory, write us. We can supply you with a good man. EMPIRE STATE ASSOCIATION of Wholesale Lumber & Sash & Door Salesmen. H. T. Trotter, 428 Powers Bldg., Rochester, N. Y.

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Desires a connection with a good Southern hardwood mill to sell lumber in Michigan and Ontario territory.

Address "BOX 93," care HARDWOOD RECORD.

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### FOR SALE—CANADIAN BIRCH.

150,000 ft. 4, 5, 6, 8, 10, 12 & 16/4. Dry stock. THE BRADLEY CO., Hamilton, Ont.

### FOR SALE

50,000 feet 5/4 Poplar, 75% No. 1 and 2.
3 cars 4/4 Poplar, No. 2 com. and better.
3 cars 4/4 and 6/4 Chestnut, 2 Com. and better.
7 cars 4/4 and 6/4 Basswood, 2 Com. and better.
6 cars 4/4 Qtd. White Oak, 2 Com. and better.
10 cars 4/4 P. R. O., 4, 6 & 8/4, 2 Com. and better.
5 cars 4/4 Walnut, No. 2 Com. & Better.
4 cars Ash, 4 to 16/4, No. 2 Com. & better.

O. C. RICHARDSON LUMBER CO.,
Tullahoma, Tenn.

### WHITE CANE ASH AND TUPELO GUM

ASH—1 car 1" x3" to 5½" No. 1 Com. Strips.
½ car 1½x3" to 4 " No. 1 Com. Strips.
1 car 1" 1st & 2d; 4 cars 1" No. 1 Com.
3 cars 1½" No. 1 Com.; 1 car 1½" No. 2 Com.
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25M ft. 3" 1st & 2d; 10M ft. 3" No. 1 Com.
7M ft. 4" 1st & 2d; 3½M ft. 4" No. 1 Com.

TUPELO—Good supply 1" 1st & 2d; No. 1 Common and No. 2 Common.

BURTON-SWARTZ CYPRESS CO.,
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### WANTED

Hard Maple and Beech Squares 42", 44", 48" long, plump 1" x 1". Must be clear and straight. If you have any to offer write us Will take them dry or green.

THE COLUMBIA MFG. CO.,
New Philadelphia, Ohio.

### WANTED

DIMENSION OAK

Plain and Quartered

Various sizes for chair and table factories

Send to us for specifications and prices

INDIANA QUARTERED OAK CO.

7 East 42nd Street,

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## DIMENSION STOCK FOR SALE

### WANTED—OAK DIMENSION STOCK

Plain and Quartered Clear Red and White. Wide schedule of sizes. Spot cash payment.

Address "BOX 91," care HARDWOOD RECORD.

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Any size, suitable for handles or grilles. Can supply turned pieces if desired.

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### FOR SALE—COMPLETE SAW MILL

Fully belted and ready to run, in first-class condition.
14 Russel 60,000 capacity log cars, 26" wheels. Westinghouse air brakes, link and pin coupler.
8 miles of 45-lb. relaying rails, in excellent condition.
Machine shop, consisting of 180-ton wheel press, lathe, planer, power drill, etc.

CAMPBELL LUMBER CO., Marlinton, W. Va.

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24" B. & M. No. 42 Pony Planer, rebuilt, $90.
24" F. & E. No. 156 4-roll Sgl. Cabinet planer, only $150.
30" American No. 4 Sgl. Cabinet Planer Sec. roll, only $190.
24" American No. 4 Dbl. Planer, wt. 5500 lbs. Sec. roll, $200.
30"x12" Berlin No. 175 Dbl. Surfacer, $450.
Holmes No. 5 flooring end matcher, $210.
12" Amer. Flooring Scraper with 12" Am. Knife Grinder, $250.
48" Royal Inv. 3-drum Sander, $375.
6 ft. Clemons Adj. Belt Sander, worth $250, $140.
170 Dry Kiln Trucks, 54", each $1.40.
54" Mershon Band Resaw, $275.
Fay & Egan No. 59 Box Matcher, $150; Woods No. 202, $90.
6 ft. Defiance Boiter No. 5 with 48" Saw, only $90.
Veneer Lathes, 72 St. Joe, $400; 65" Capital, $750.
Band cut-off saw, 36" Butterworth & Lowe, $140.
Morgan 8-track Nailer & Cleater, $285.
Drag Saw, heavy Defiance No. 2, almost new, $140.

Above represents only a small portion of hundreds of excellent bargains. State your wants before buying.

CHAS. N. BRAUN,
1307-1311 E. Lewis St., Fort Wayne, Ind.

## MISCELLANEOUS

### LIST OF SAW MILLS

Also shingle and lath mills, creosoting plants, remilling plants, crosstie, piling and stave producers in Georgia, Florida, Alabama, Mississippi, Louisiana, Texas, Tennessee and Arkansas. Shows railroad location, daily capacity pine, also hardwood. capacity planers, steam and smoke kilns. $3.00 complete.

UNITED SAW MILLS CO., New Orleans, La.

### OAK, POPLAR, ASH

and all other hardwoods, in all grades and thicknesses, can be readily sold if advertised in the Wanted and For Sale section of HARDWOOD RECORD. If you have a large stock you want to sell try a few lines in this department and see what a lot of inquiries they will bring you.

## LOGS WANTED

### WANTED—WHITE ASH BOLTS.

We are in the market for 50 carloads second-growth white ash bolts 8" and up, 39" long.

HOLMES & BALMER, Lima, Ohio.

## RAILWAY EQUIPMENT FOR SALE

### FOR SALE AT HEBRON, MD.

225 tons 30" and 35" Relaying Rails, 6 Logging Cars 36" gauge; 1—36" gauge Locomotive. Write for prices.

THE EDWIN BELL CO., Pittsburgh, Pa.

## CHICAGO

### E. H. KLANN LUMBER CO.

Cottonwood, Gum, Oak, Ash, Cypress, Yellow Pine, Dimension Stock

819 FISHER BLDG. HAR. 1187

### COUNTERFEIT CHECKS

are frequent except where our

Two Piece Geometrical Barter Coin

is in use, then imitation isn't possible. Sample if you ask for it.

S. D. CHILDS & CO. Chicago

We also make Time Checks, Steneils and Log Hammers.

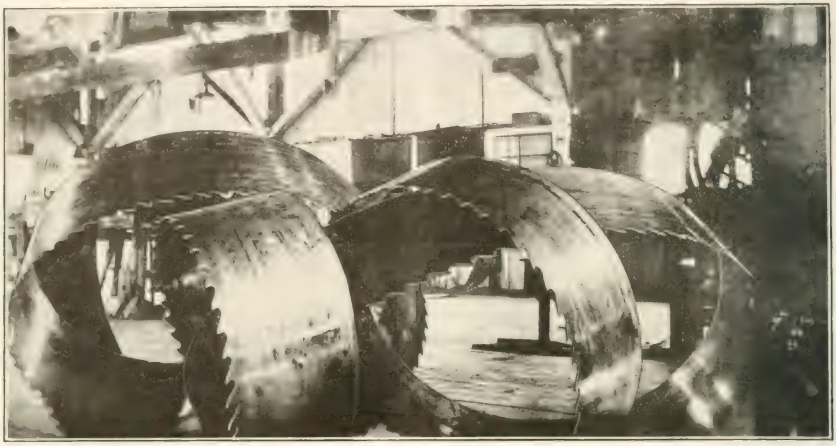
### GERLACH

Circular, Band and Cylinder Saws, New Roller Saw Swages and Sharpeners

Are unexcelled in Europe or America. We use the best steel, the finest equipment and have sixty years behind us.

THE PETER GERLACH COMPANY
Cleveland Sixth City

# No, This Is Not a Picture of a Russian Submarine, a French Air Ship or a German Man-of-War



It is an actual photograph of an

# ATKINS SILVER STEEL BAND SAW

that was accidentally pulled off the wheels and tied itself into the above double bow knot in such a way that it had to be cut, in order to be straightened out. Vic. Tuxworth, the filer, rebrazed and benched the Saw and it is now running each turn without a single crack.

Now, really, Mr. Mill Man, don't you want Saws like these in your mill?

If we can furnish you with Saws that will stand up longer with the least re-fitting, then you would be satisfied that you were making the most money on Saws. Saws like those are an investment and not an expense.

## Atkins Always Ahead!

We make a Perfect Saw for Every Purpose. Use ATKINS CELEBRATED SILVER STEEL BAND SAWS, ATKINS SILVER STEEL CIRCULAR SAWS, GANG SAWS, EDGER SAWS, CROSS CUT SAWS, ATKINS MACHINE KNIVES.

*"Finest on Earth"*

Specify ATKINS in your next order. We'll make good

**E. C. ATKINS & CO., Inc.** *The Silver Steel Saw People*

Home Office and Factory: INDIANAPOLIS, IND.

Canadian Factory: HAMILTON, ONT. Machine Knife Factory: LANCASTER, N. Y.

Branches carrying complete stock in the following cities: Address E. C. ATKINS & CO.,

Atlanta Chicago Memphis Minneapolis New Orleans New York City Portland, Ore. San Francisco
Vancouver, B. C. Seattle Sydney, N. S. W.

## EASY TO INSTALL

CHICAGO, July 13, 1914.

The National Dry Kiln Co.,
Indianapolis, Ind.

Gentlemen:

We are very glad to advise you that our kiln, which is installed with VERTICAL PIPING system furnished by you, has now been in operation about six months and results are all that we could desire. We wish to state that this material was received in condition which enabled us to install it from the blue print without any difficulty on our part.

We will be very glad to have you use our company as a reference at any time.

Very truly yours,
ROSELAND MILL & LUMBER CO.,
By R. J. Dickerson.

*Send for Catalog*

THE NATIONAL HARDWOOD DRIER
THE NATIONAL DRY KILN COMPANY, INDIANAPOLIS, INDIANA

## SECURE BETTER PRICES

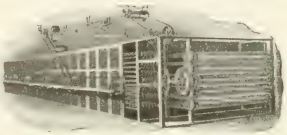
AT LESS SELLING COST BY REACHING MORE CUSTOMERS. HARDWOOD RECORD PUTS YOU BEFORE THEM ALL TWICE A MONTH.

*ASK US ABOUT IT*

PROCTOR VENEER DRYER FIREPROOF
—AN—
UNPARALLELED SUCCESS

No Splitting Nor Checking

No Clogging Nor Adjusting



Recommended by all those who have tried it

THE PHILADELPHIA TEXTILE MACHINERY COMPANY
DEPT. L, HANCOCK & SOMERSET STS. PHILADELPHIA, PA.

It requires some investment to insure a constant supply of logs for your mill through the purchase of Clyde Self-Propelling Logging Machinery

But remember,

You pay more and you keep on paying for the skidders and loaders you don't buy.

Now this fact is susceptible of PROOF and we are going to ask you to make us prove it to you.

CLYDE IRON WORKS

Manufacturers of Machines for EVERY Logging Operation
· DULUTH · U·S·A ·
*"Great Port of the Northwest"*

CLYDE

# THIS BIG LOG

Eight feet in diameter, was snaked 800 feet up a 30 per cent grade, over rough ground, with a 1⅛-inch Yellow Strand Powersteel cable that had been in constant use for over six months. This same cable yarded over 7½ million feet of lumber without breaking. It was still serviceable at the end of the season.

## Yellow Strand Powersteel

is made especially to withstand the tremendous strains and the wear and tear of logging. It's elastic, flexible and most economical because it lasts the longest.

Try Yellow Strand Powersteel yourself and you'll soon find out that **"A Yellow Strand In Your Rope Means Yellow Gold In Your Pocket."** Order direct or through any of our agents.

FREE [illegible] the YELLOW STRAND [illegible] Write for it.

Ask for Catalog No. 50

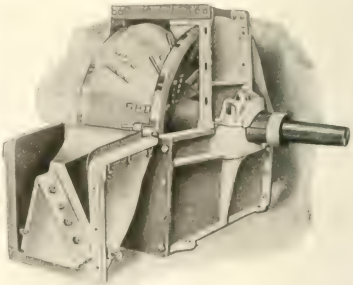
**Broderick & Bascom Rope Co.,**
**St. Louis, Missouri**

OFFICES.....St. Louis and New York
FACTORIES.....St. Louis and Seattle
AGENTS EVERYWHERE

# LIDGERWOOD

LOGS AT MILL AT LOWEST COST

# SKIDDERS



## PROFIT FROM WASTE

THE DIAMOND DOUBLE ANVIL HOG IS SPECIALLY ADAPTED FOR HARDWOOD MILLS

Let Us Send You Bulletin R

**DIAMOND IRON WORKS**
MINNEAPOLIS MINNESOTA

# Baldwin Loggers

**are built for SERVICE, and they will SERVE YOU WELL**

The 2-6-2 type, illustrated above, can be used in either switching or main line work. It is a safe engine on sharp curves and uneven tracks, and steams freely in the heaviest service.

**THE BALDWIN LOCOMOTIVE WORKS**
**PHILADELPHIA, PA., U. S. A.**
*Cable Address:—"Baldwin, Philadelphia"*

REPRESENTED BY

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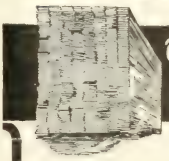
CHARLES RIDDELL.....625 Railway Exchange, Chicago, Ill.
C. H. PETERSON.....1610 Wright Building, St. Louis, Mo.
GEORGE F. JONES.....407 Travelers' Building, Richmond, Va.
A. WM. HINGER.....722 Spalding Building, Portland, Oregon

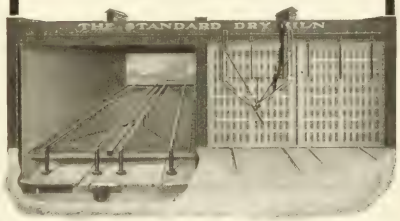




# The Right Dry Kiln for *YOUR* Lumber

IN The Standard Moist Air Dry Kiln the drying elements are so completely under control that it's easy for the man who looks after the kiln to secure the exact drying conditions BEST suited to YOUR lumber.

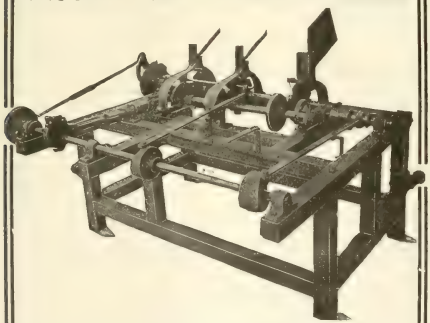
Our new 64-page book, "Users of The Standard Dry Kiln and What They Say," will interest you if you are considering the purchase of new drying apparatus. We'll send it, with the catalog, for the asking. Address: The Standard Dry Kiln Co., 1559 McCarty St., Indianapolis, Ind.






# Broom Handle

**CHUCKING AND BORING MACHINE**



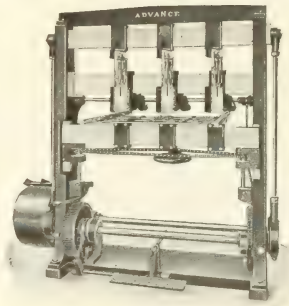
It rounds end of handle and bores small hole in other end automatically at same time. Capacity, 45,000 handles in ten hours. All the operator has to do is to keep the handles fed to the machine. Used by the largest producers. Write for details and price.

## CADILLAC MACHINE CO.

**Makers of Handle Makers Tools. CADILLAC, MICHIGAN**



# Wire Stitching Machinery




FOR

Crates, Veneer and Resawed Lumber Boxes, Also Wire and Metal Bound Boxes,

**FRUIT PACKAGES, BASKETS, FIBER SHIPPING CASES, PAPER BOXES AND SPECIAL PURPOSES**

ASK FOR CATALOGUE

Manufactured by

## SARANAC MACHINE COMPANY

BENTON HARBOR. MICH., U. S. A.

# VENEERS AND PANELS


## Ahnapee Veneer & Seating Co.

HOME OFFICE, FACTORY AND VENEER MILL, ALGOMA, WIS.
VENEER AND SAWMILL, BIRCHWOOD, WIS.

We manufacture at our Birchwood plant single ply veneers of all native northern woods and deliver stock that is in shape to glue.

From our Algoma factory, where we have specialized for twenty years, we produce panels of all sizes, flat or bent to shape, in all woods, notably in Mahogany and Quarter-Sawed Oak.

We make no two-ply stock, and do not employ sliced cut quartered oak. Our quartered oak panels are all from sawed veneer.

Every pound of glue we use is guaranteed hide stock. We do not use retainers. Our gluing forms are put under powerful screws and left until the glue has thoroughly set.

If you seek a guaranteed product that is the best, based on results accomplished by most painstaking attention and study of every detail, combined with the use of the best stock and an up-to-date equipment, our product will appeal to you.

If you are a "price buyer" we probably cannot interest you.

## B. C. JARRELL & CO.

MANUFACTURERS OF

**High Grade, Rotary-Cut Gum**

**VENEERS**

**Cut right; dried right; prices right**

HUMBOLDT, - TENNESSEE

TOMAHAWK VENEER & BOX CO.

Manufacturers of Draw Bottoms in Birch and Basswood, Pin Blocks, Back Panels, also Heading and American Cheese Boxes our Specialties

TOMAHAWK WISCONSIN

**MORE THAN 2,000 LUMBERMEN**

[illegible]

**HARDWOOD RECORD CHICAGO**

## A Prominent Veneer Man says:

¶ "I believe your new service showing the exact requirements of the Veneer and Panel Trade to be highly accurate, and a necessary part of the office equipment of any progressive veneer or panel factory."

¶ The same information would cost you thousands of dollars. The cost of our service is a small fraction of that.

¶ Ask your competitor to tell you how it has helped him, and then write us for details.

HARDWOOD RECORD, CHICAGO, ILL.

# WISCONSIN

WHERE THE FINEST NORTHERN HARDWOODS GROW

## Rotary Cut Veneer

and

## Built-up (3 & 5 Ply) Panels

MADE from the best Wisconsin

**Birch** **Basswood**
**Gray Elm** **Red Oak**

*Also Mahogany Panels of every grade.*

This is the stock that satisfies the manufacturer of furniture, interior finish and doors because it is cut under right conditions, perfectly seasoned and carefully handled all the way from stump to car.

***A trial order will convince you***

**The Underwood Veneer Company**
**Thomas Street** **Wausau, Wisconsin**

## Door Panels

**Three and Five Ply**

**All Woods**

**For One, Two, Five and Six Panel Doors All Carried in Stock Ready for Immediate Shipment**

**Geo. L. Waetjen & Co.**
**Milwaukee** **Wisconsin**

## A Complete Stock

EVERYTHING IN
NORTHERN HARDWOOD

*Send Us Your Inquiries*

**R. CONNOR CO., Marshfield, Wis.**

## BIRCH

4-4 and thicker, No. 1 Common and Better also 4-4-5 and 6-4 Red Birch

We have on hand a complete stock (winter sawn) Red, Plain and Unselected Birch, Basswood, Soft and Rock Elm and Hardwood Lath.

LET US QUOTE YOU PRICES

**Rice Lake Lumber Co., Rice Lake, Wis.**

Our New Mill in Phillips, Wis.

ARE YOU IN THE MARKET FOR THE BEST **Wisconsin Hardwoods?**

**Send for Price List "H. R." Today**

These Items Are in Excellent Shipping Condition

500,000' 4/4 No. 2 Common and Better Unselected Birch.
300,000' 4/4 No. 1 Common and Better Unselected Basswood.
350,000' 4/4 No. 2 Common Basswood, Rough.
400,000' 4/4 No. 3 Common Basswood, Rough.
300,000' 6/4 No. 2 Common and Better Soft Elm.
100,000' 6/4 No. 3 Common Soft Elm.
500,000' 4/4 No. 2 Common and Better Hard Maple.
1 Car 8/4 No. 2 Common and Better Basswood.
1 Car 5/4 Nos. 1, 2, and 3 Basswood.
3 Cars 4/4 No. 3 Common Ash.
5 Cars 6/4 Soft Elm Scoots.
3 Cars 6/4 Birch Scoots.
1 Car 4/4x11" and Wider 1st and 2nd Basswood.

**KNEELAND-McLURG LUMBER CO.**
**Manufacturers of Hardwoods** **PHILLIPS, WIS.**

## Both Ends and the Middle

HARDWOOD RECORD reaches most everybody who produces markets and consumes Hardwoods.

## Nothing But Hardwoods

# MICHIGAN

FAMOUS FOR HARD MAPLE AND GREY ELM

# "Ideal" Steel Burnished Rock Maple Flooring

is the flooring that is manufactured expressly to supply the demand for the best. It is made by modern machinery from carefully-selected stock and every precaution is taken throughout our entire system to make it fulfill in every particular its name—"IDEAL."

ROUGH OR FINISHED LUMBER—ALL KINDS

*Send Us Your Inquiries*

## I. Stephenson Co., Trustees - WELLS, MICHIGAN

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Iron Mountain, Michigan

MANUFACTURERS OF

*BIRCH BASSWOOD ELM MAPLE*

## Strable Mfg. Company

Manufacturers of

Hardwood Lumber

AND

Maple Flooring

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We want to move the following:

1 cars 5/4 No. 2 Com. and Better Soft Maple.

5 cars 4/4 No. 2 Com and Better Soft Maple.

6 cars 4/4 No. 1 Com. and Better Hard Maple.

1 cars 6/4 No. 2 Com. Elm.

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## EAST JORDAN LUMBER CO.

EAST JORDAN, MICHIGAN

We offer the following Soft White Pine:

24 M 4/4 Log Run

18 M 2x8 Common

5 M 2x10 Common

24 M 2x12 Common

1 M 4/4 4" and up Shop and Better

2½ M 4/4 4" and up Shop and Better

FULL THICKNESS BAND SAWN QUICK SHIPMENT

## "Chief Brand" Maple and Beech Flooring

in 3/4, 5/8 and 13-16 and 1 1-16 inch Maple in all standard widths and grades, will commend itself to you and your trade on its merits alone

WRITE US, WE CAN INTEREST YOU

## Kerry & Hanson Flooring Co.

GRAYLING MICHIGAN

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SAGINAW BRAND

MAPLE FLOORING

SAGINAW, MICH.

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GRAND RAPIDS VENEER WKS., SOLE MFRS., MICHIGAN

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BUFFALO HARDWOOD LUMBER CO.
We want to buy for cash
OAK, ASH AND OTHER HARDWOODS
All grades and thicknesses.
Will receive and inspect stock at shipping point Branch yard, Memphis, Tenn.
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OUR SPECIALTY:
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SPECIALTIES:
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Pacific Coast Fir and Spruce
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The above firms carry large and well assorted stocks of all kinds and grades of Hardwoods, and have every facility for filling and shipping orders promptly. They will be pleased to have your inquiries.

Manufacturers

Gum
Oak
Cypress

# General Lumber Company

Cottonwood
Maple
Elm

Memphis, Tenn.

## St. Francis Basin Hardwoods

Quartered White Oak

| | |
|---|---|
| [illegible] | |
| [illegible] | |
| [illegible] | |
| [illegible] | |
| [illegible] | |
| [illegible] | |
| [illegible] | |
| [illegible] | |

Cottonwood

| | |
|---|---|
| [illegible] | |
| 4-4" No. 1 Com.... | 200,000 ft. |
| 4-4" No. 2 Com.... | 150,000 ft. |
| [illegible] | |
| 12" ..... | 75,000 ft |
| [illegible] | |
| [illegible] | |

Utley-Holloway Company

MANUFACTURERS AND WHOLESALERS

*Hardwood Lumber*

General Offices: 20 West Jackson Boulevard

Chicago

Sap Gum

| | |
|---|---|
| [illegible] | |
| 4-4" No. 1 Com.... | 150,000 ft. |
| 4-4" No. 2 Com.... | 100,000 ft. |
| [illegible] | |
| [illegible] | |

Red Gum

| | |
|---|---|
| [illegible] | |
| 4-4" No. 1 Com.... | 100,000 ft. |
| 5-4" No. 1 Com. & Btr. | 30,000 ft. |
| [illegible] | |

Plain Red Oak

| | |
|---|---|
| [illegible] | |
| 4-4" 1s and 2s... | 30,000 ft |
| 5-4" 1s and 2s... | [illegible] ft |
| 4-4" No. 1 Com.... | 125,000 ft |
| 4-4" No. 2 Com.... | [illegible] ft |
| 5-4" 1s and 2s... | [illegible] ft |
| 5-4" No. 1 Com.... | 40,000 ft |
| 6-4" 1s and 2s... | 50,000 ft |
| 6-4" No. 1 Com.... | 15,000 ft |
| [illegible] | |

White Ash

| | |
|---|---|
| [illegible] | |
| 4-4" Com. and Btr.. | 110,000 ft. |
| 5-4" Com. and Btr.. | 75,000 ft. |
| 6-4" Com. and Btr.. | 30,000 ft. |
| 8-4" Com. and Btr.. | 50,000 ft. |
| [illegible] | |

## POTI CIRCASSIAN WALNUT

During the Russian-Japanese war shipments of Circassian walnut were stopped for 18 months.

The present European war is likely to interfere with shipments for a much longer period.

WE HAVE 250 FANCY LOGS

They are the last of the available supply of very fine texture and figure.

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